

?t s19/9,k/1-5

19/9,K/1 (Item 1 from file: 15)
 DIALOG(R) File 15:ABI/Inform(R)
 (c) 2003 ProQuest Info&Learning. All rts. reserv.

02276456 86922577

Survival to success: the case of RHP Bearings, Blackburn

Regan, S; Dale, B G

TQM Magazine v11n1 PP: 22 1999 CODEN: TQMMEF ISSN: 0954-478X

JRNL CODE: TQM

DOC TYPE: Periodical; Feature LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 4062

ABSTRACT: This paper outlines the key events and changes which have resulted in the transformation of the RHP Bearings Blackburn foundry from potential closure to a successful business unit within the NSK-RHP European operation.

TEXT: S. Regan: S. Regan is Operations Manager at RHP Bearings, Blackburn Foundry, Blackburn, UK.

B.G. Dale: B.G. Dale is United Utilities Professor of Quality Management, UMIST, Manchester, UK

ACKNOWLEDGMENT: The authors acknowledge the contribution of the RHP Blackburn Management Team in the preparation of the material contained in this paper.

Introduction

RHP Bearings as a company was formed in 1969 by the government of the day bringing together three of the UK's leading bearing manufacturers - Ransome and Marles Bearing Company Limited, Hoffman Bearing Company Limited and the Pollard Ball and Roller Bearing Company Limited. At the time they were the largest bearings manufacturer in the UK. The purpose of the formation was to protect the indigenous bearing industry, which was seen as of strategic importance to the UK from overseas competition, in particular the Japanese.

Perhaps it was ironic that in early 1990, RHP was purchased by the NSK Corporation of Japan, the world's second largest bearings manufacturer. NSK were also the first Japanese company to invest inwardly in UK manufacturing during the mid-1970s with the establishment of a **new** manufacturing facility at Peterlee.

The RHP Bearings operations has five UK manufacturing sites at Newark in Nottinghamshire, Ferrybridge in West Yorkshire, Stonehouse in Gloucestershire and Blackburn in Lancashire, the last of which is the focus of this paper. The two key activities of the Blackburn operation are casting/finishing in the foundry and precision machining in the machine shop. There are also two manufacturing sites in Germany and Switzerland, reflecting the company's European perspective.

Prior to the NSK purchase of RHP Bearings, the Blackburn foundry was run on a traditional western approach basis, with little consideration given to the site's people, and process improvements were minimal. One aspect in which the Japanese excel is in adopting western manufacturing methods and techniques, implementing them and making them work more effectively (for details see Dale (1993) and Monden (1998)). They develop their people and processes by the creation of a continuous improvement environment and by constantly reviewing their methods of manufacture to create an atmosphere of openness, trust, honesty, ownership and empowerment.

NSK have provided extensive support to the RHP Bearings manufacturing

activities in terms of financial, technological and human resources and this has created the stimulus for a complete change in culture, working practices and methods. For example, quarterly visits are made from representatives at a corporate level in Japan, the emphasis of which are on support rather than direction.

Within the RHP Bearings group, the Blackburn manufacturing site is unique in that it is the only operation with a foundry. All types of ball and roller bearings are manufactured within the group, but Blackburn has the responsibility for the supply of cast iron bearing housings mainly to the Ferrybridge site. The process consists of grey iron casting, painting and machining of a variety of castings with a focus on a high quality, low cost product. Today, the site can produce a product in less than two days compared to two weeks in the early 1990s.

The site has a current workforce of 94. When it was first opened in 1976, the foundry was considered one of the most modern in Europe and employed 320 people; however, until the purchase by NSK, it suffered a lack of investment and the site had been earmarked for closure.

In recent years the achievements of the site have been recognised in a number of ways. For example, in 1997 they included the Investors in People award, an environmental award from the local Business Environment Association, registration to ISO 14001 and were the North West Quality Award winners for the medium-sized businesses in the category of manufacture and distribution.

This paper describes the events leading up to and during the site's journey of "change" and the key issues in this journey of transformation.
The journey of "change": key issues

The threat of plant closure

In July 1992 the level of output required was 3k housings per day and an analysis undertaken by Corporate Headquarters identified that the site was "overmanned", with approximately 160 people. The labour costs were over 50 per cent of the total product cost and needed to be reduced for the site to become competitive. In addition, the plant and machinery had been neglected through continued cost cutting exercises and some areas of the factory were designated no-go areas because the conditions were unsafe to work. In this situation, the company was caught in a vicious circle with costs being too high resulting in no **new** business being generated and therefore the demand for product was reduced with a further negative impact on the competitiveness of the business.

In mid-1992 the current works manager left the organisation to be replaced by a manager who had a progressive approach to management, organisation and improvement. This **new** manager had been given a brief by Corporate Headquarters to either close the foundry or make it profitable. He had been on secondment to NSK Japan to learn about their manufacturing techniques and production system, approach to the management of continuous improvement, teamwork and organisational culture, as typically described by Dale (1993). There was an opportunity for this manager to put his learning into practice in a real life situation; ensuring that the Blackburn site became profitable was his personal challenge.

In the first instance there was a redundancy of 33 per cent of the workforce. The way this was communicated to management and monthly staff was in a meeting in which everyone was told their current jobs were being made redundant but there are **new** positions available; these were group, **team** leader and technical specialist roles. Everyone was invited to apply for these positions stating their first, second and third choices; with 40 staff applying for 20 vacancies, there were inevitable redundancies.

At the start of 1993, process group working was launched. The factory support functions of works services, quality and production planning and control were dissolved into a number of process groups which encompassed all parts of manufacturing (i.e. raw materials, moulding, core making, finishing and machining). The philosophy underlying this was to develop all members of a group to a standard in which there is total group flexibility, giving them the opportunity to enhance their existing skills and aid their development. In this way a group ultimately becomes self-sufficient in that it has all the skills required to cope with any situation it is likely to encounter. As part of this process there was a sharing of skills and knowledge between the "specialists" within the group and operatives.

A number of changes were put into place to break down the barriers between management and shopfloor workers; these included adopting the same dress code, elimination of reserved car parking facilities, use of one canteen, machines were operated through break times, managers operated machines when required, an open door policy was adopted in which managers made themselves available at all times, and total quality management (TQM) was used to motivate, encourage, counsel and cajole individuals rather than the "old" bureaucratic approach of "you will do as I tell you".

Employees were empowered to take responsibility for various roles in which they had little experience; sometimes this resulted in a form of chaos but it led to stretched thinking and appealed to their imagination. Training was also a major factor in creating a more flexible workforce. To help employees get back into a learning mode, they were encouraged by management to attend the local college for various courses of their choice. The courses which were sponsored by the company ranged from car maintenance to business management.

These types of changes resulted in a very flat management structure comprising site manager, operations manager, throughput leader, group leaders, TQM facilitator and team leaders. The remainder of the workforce consists of associate group members, technical specialists and an accounts/purchasing section.

Cementing the recovery process

In 1994 the site was handed back to the Blackburn management team with the appointment of a new works manager from their existing ranks. It was decided to put some structure back into the workplace in the form of frameworks such as Investors In People (IIP), housekeeping employing the 5s and CANDO (cleanliness, arrangement, neatness, discipline and orderliness) principles and total productive maintenance (TPM), (see Nakajima (1988) for details). TPM was introduced in 1995 and with its focus on machinery was readily accepted by employees as the framework by which continuous improvement is addressed; it involves the development of plant and processes through teamwork. In the past various TQM-type initiatives had been tried but without the success enjoyed by using TPM. It was also decided to further develop teamwork by providing more structured training. This was achieved by carrying out team building workshops which focused on the use of a problem-solving methodology, application of the seven basic quality control tools and the plan-do-check-act (PDCA) cycle. Using the IIP as the framework the company are developing a highly skilled and totally flexible workforce which is capable of responding to any challenge and can implement opportunities to improve the productivity and quality of the product and at the same time take "cost down" actions. This is being facilitated by the increase in knowledge and skills promoted with the new technology which is being introduced to the site.

By adopting the TPM philosophy, improvements in machine and process reliability have been realised and measured using the operating equipment effectiveness (OEE) matrix, the quality of the product has been raised, capacity of the plant increased by reducing cycle times and the

manufacturing cost of the product reduced. Through the use of the steps involved in TPM activities, in conjunction with 5s and CANDO, the working environment has improved along with the training and development of employees through teamworking, problem-solving and decision-making skills.

These various structures have helped the site to adopt a more focused training and development route for the employees which also encompasses a personnel development review (PDR) cycle. This had helped to highlight employees' strengths and areas for improvement; the latter is treated as a focus for development in line with business requirements, both "on-the-job" and in pursuance of vocational and academic qualifications.

In early 1994 the site started to use the EFQM Model for Business Excellence as a framework to measure the progress made. The first use of the model highlighted that the scoring within each of the model's nine elements was inconsistent and there was considerable variation in understanding and perception. This showed up in the time taken to reach consensus. Following this a great deal of effort was expended to explain what everyone did and the type of documentary evidence to support the arguments put forward by individuals. It also became clear that while the team role was well understood, individual employees did not fully understand the role of their colleagues and the impact of their role on the business. However, since then, annual use has been made of self-assessment against the EFQM Model to monitor and evaluate progress and this has helped to increase the velocity of the site's improvement process. The improvement actions arising from the self-assessment process have been integrated into the annual strategic planning process which is undertaken using the policy deployment concept.

New technology has been introduced to help achieve higher output levels and reduce throughput time and waste. For example, investments have been made in CNC machinery and one of the existing key machines has been rebuilt, to include higher levels of automation, to increase manufacturing capacity by reducing cycle times. In turn, this has released employees from "machine minding", allowing them to concentrate their efforts on identifying areas to improve plant and process reliability and capability.

These types of initiatives have provided the opportunity to break into a circle whereby the site has become more productive, therefore reducing costs and attracting **new** business, and this, in turn, has resulted in reducing costs and making the company more profitable.

The site has now built up quite a commendable reputation throughout the NSK-RHP operation, not only in the UK but also in Japan. The improvements made at Blackburn are such that there is now the unique opportunity of supplying bearing housings directly to Japan - in direct competition with Chinese competitors.

Current and future developments

Vision of the future

The vision of site management is to become the world's leading bearing housing manufacturer of castings. The aim is not only to supply the UK where they are already market leaders, but also to obtain a greater share of both the European and Pacific Rim markets. To achieve this aim the company needs to break into the original equipment manufacturer (OEM) market and also to challenge overseas distributors to ensure that they market and sell the RHP brand product to the customer.

The development of teamworking, through the initiatives outlined in the previous section, is such that in the near future the company will have 80 per cent of its workforce involved in teamworking activities. This is facilitated by the establishment of single business units (SBUs) through the various stages of the process where there is a natural customer/

supplier activity. The SBU concept is helping to increase manufacturing throughput. Each SBU has its own budget for which it is responsible and is encouraged to reduce the costs associated with these activities.

The challenge in 1998 issued through the total management concept (TMC) process is to reduce manufacturing costs and to generate more business; the TMC process is commonly known as "policy deployment" or Hoshin planning (see Dale (1990)). These initiatives are devolved throughout the RHP Bearings group by cascade of the European Division annual strategy policy statement to all sites. This policy is then translated into a site TMC with all key objectives focused on satisfying the divisional policy (given in the Appendix). In developing the site's TMC objectives, regular review is undertaken of what improvements are required to both plant and equipment to improve reliability, capability and performance of the processes, with the aim of achieving the quality cost, delivery objectives.

The communication of the TMC document to everyone on site is carried out in three stages. The first stage is a review by the management team of the previous 12 months' performance, which is followed by reaching agreement on the objectives for the forthcoming year. The second stage is to communicate these issues to team leaders and invite their input into how the site is to achieve these objectives. The third stage is to communicate to all group members their particular team's objectives, how these are integrated into the site's goals and how they can impact on the results.

The organisation is committed to continuous improvement through people, and year-end review workshops held as part of the TMC review/feedback and formulation process are key elements of this. The workshops involve each process group taking all their members off-site for a one-day seminar. The group leaders give feedback on the group's achievements, highlighting the strengths and areas for improvement. The group members then split into work groups to brainstorm key improvement activities to develop a strategy for improved performance. The groups feed back their outputs to the group leader and plant manager for comments and possible inclusion in the annual site policy document. This annual workshop is not just about giving feedback, it is an opportunity for employees to influence the TMC development process in developing the objectives for their process group based on the site's objectives of quality, cost, delivery, people, health and safety and environment (see the Appendix).

These activities follow some of the stages in the catch, review, improve, scrutinise and pass (CRISP) model of policy deployment as outlined by Lee and Dale (1998).

Employee feedback

Feedback from employees is achieved in many ways. The first site-wide employee satisfaction survey was carried out by Mori in 1995 and has formed the basis for future surveys. The company have now started to carry out their own six-monthly site internal surveys; the main purpose of these surveys is to gauge employees' response to short-term, local issues. These surveys provide valuable input to policy and strategy development and the TMC process.

Improvement teams work on projects selected by themselves or through the drive to spread the TPM concept company-wide, including office areas. The recommendations of the improvement teams have often resulted in modifications to the site's policy and strategy.

How policy and plans are communicated

Communications is taken seriously by the Blackburn site management team and they work hard to maintain employees' perception of being well informed. There are several communications vehicles in use as part of the "visual"

management system. These include daily and monthly briefs, TMC workshops, specific briefing groups, newsletters, business review briefings, display of key performance indicators, networking visits, "credit card" display of site safety and quality policies, PDRs, and visual presentations in the reception area of the process group's TMC for the current year.

Activity boards displaying this type of data are the main tools used for publishing live information which recognises achievement of targets. Each section of the factory has its own individual board for which the team leader has ownership. However, each of the group members takes an active part in putting information on the board (e.g. output levels, quality rates, rework issues, attendance chart and a monthly performance review of the group). These boards are audited on a monthly basis by people both inside and outside the company.

Considerable pride is taken by the site in its visible management system, and regular audits are carried out to identify the most effective display of data. This is also a feature when their Japanese colleagues visit the site. When the visits from the Japanese first started to happen, the site management team was somewhat dismayed when the Japanese executives gave the visual displays only cursory attention. The logic behind the thinking of these executives was that a detailed study of a visual display should not be necessary to gauge the main messages and trends portrayed by the data. If this could not be achieved from this "first sight" impression then the presentation needed to be simplified.

Benchmarking

The Blackburn site carry out internal benchmarking of current performance with other sites in the RHP organisation. The focus of this process has been on activities such as policy deployment, JIT, TPM, SMED and teamwork. In the future, the company intends to formalise the benchmarking criteria using the ten-step process as outlined by Camp (1989).

Team competition

There is healthy competition between the teams for the Blackburn team of the quarter award. The teams are scored against a set criteria, the winner gaining a number of gift vouchers which are duly apportioned among the **team** members, or as some of the teams have done in the past, handed over to a **charity** of their choice.

Further recognition has come from the annual Blackburn **team competition** and that of the RHP Bearings Group. The winners of the Blackburn competition are often honoured with a "day at the races" or taking part in delivery of their teamwork presentation to a number of companies at conferences and to undergraduate and postgraduate students at UMIST, with whom the company has developed a special working relationship.

Partnerships

As part of forming "partnerships", NSK-RHP have developed a multi-institute TCS programme involving all five UK-based sites, seven associates and encompasses five universities (see Dale and McLellan (1998)). The associate at the Blackburn site is working on the development of improvement teams, TPM and set-up reduction using the SMED methodology.

New products

The largest single initiative in terms of **new** business came with the purchase of RHP Bearings by the NSK Corporation. With the takeover came a host of opportunities relating to the introduction of **new** products as part of NSK's globalisation activities. The introduction of one **new** product has grown to such an extent that it now represents around 25 per cent of the monthly base load for the factory. To further develop the business the management **team** is actively investigating **new** product

materials such as plastic, resin, manganese alloy, aluminium and various grades of cast iron housings.

Implementation of change

The rate of change over recent years has been far greater than anywhere else with the RHP Bearings group. These changes have mainly been in the form of both people and production process improvements. Examples of this can be found in the form of new product introduction and a culture of continuous change throughout the site.

From a people perspective, the site management holds regular meetings with union representatives on issues such as changes to working practices. The number of people has been significantly reduced to currently 94; consequently the demand on those left has been much greater. Consultation with the union in advance of people and process development has been an important factor in the successful turnaround of the site and is being maintained in a continual quest to grow the business.

Measurement of waste

In the drive for ISO 14001 registration, a policy of waste elimination has been developed and its elimination is considered as a route to increased profitability.

One element of waste not always considered by industry is inefficiency of production. The productivity of the Blackburn site has improved by 130 per cent over the last three years. This improvement is a result of the introduction of better working practices, in-house development and automation of strategic processes, and targeted capital investment.

As part of the site's drive to improve the environment and not "waste" global resources the "Enviro-lube" product has been launched. This casting will be painted "green" and customers will be encouraged to return the housings when they have finished with them. In return the company will offer a discount when they next purchase the product.

Summary

Although the Japanese parent has given much support to the Blackburn foundry, the improvement and achievements have come about through the efforts of local management.

The site achieved the Investors in People award in May 1996. One of the cornerstones to this success was the PDR cycle which was developed in 1995. In this cycle individuals are "appraised" on their performance against set criteria and areas for training are identified and timescales agreed. This has helped to enhance employees' skills for the future development of both themselves and the needs of the business.

The people training and development reviews have proved to be a success with over 12 per cent of the workforce gaining professional qualifications in specialist areas such as quality assurance, electrical engineering, people management, production management and business administration. In addition to these, some employees have embarked on NVQ courses (levels 4 and 5).

Total productive maintenance is used as the umbrella initiative for the continuous improvement process with respect to improvement of machines, equipment and the workplace to maximise plant efficiency and improve the quality of the product. TPM is seen by the site not just as maintenance, but embracing everything from identifying training needs to housekeeping, with all employees involved. The achievements made in the application of TPM were such that the International TPMS conference included a site visit to the plant to see what improvements had been made.

The main achievements in 1997 were the accreditation of the Environmental Standard ISO 14001 and North West Quality Award Winners. This demonstrates that the drive for improvements through the development of people and processes is on-going.

Commentary

First class stuff from one of the best quality writers around, Barrie Dale, this time with RHP's Steve Regan.

References

1. Camp, R.C. (1989), Benchmarking: The Search for Industry Best Practice That Leads to Superior Performance, ASEC Quality Press, Milwaukee.
2. Dale, B.G. (1990), "Policy deployment", The TQM Magazine, Vol. 2 No. 6, pp. 321-4.
3. Dale, B.G. (1993), "The key features of Japanese total quality control", Quality and Reliability Engineering International, Vol. 9 No. 3, pp. 169-78.
4. Dale, B.G. and McLellan, R. (1998), "University business collaboration: facilitating improvement through partnership", International Journal of Technology Management (under review).
5. Lee, R.G. and Dale, B.G. (1998), "Policy deployment: modelling the process", Quality Management Journal (under review).
6. Monden, Y. (1998), Toyota Production System: An Integrated Approach to Just-in-Time, 3rd edition, Engineering and Management Press, Georgia.
7. Nakajima, S. (1988), Introduction to Total Productive Maintenance, Productivity Press, Cambridge, MA.

Appendix. Divisional strategy policy
Table A1 Divisional strategy policy

Caption: Table A1; Divisional strategy policy

THIS IS THE FULL-TEXT. Copyright MCB UP Limited (MCB) 1999

COMPANY NAMES:

RHP Bearings Ltd (NAICS:336312)

GEOGRAPHIC NAMES: United Kingdom; UK

DESCRIPTORS: Case studies; Bearings; Total quality

CLASSIFICATION CODES: 9175 (CN=Western Europe); 8660 (CN=Metalworking industry); 9110 (CN=Company specific); 5320 (CN=Quality control)

PRINT MEDIA ID: 11857

...TEXT: to invest inwardly in UK manufacturing during the mid-1970s with the establishment of a **new** manufacturing facility at Peterlee.

The RHP Bearings operations has five UK manufacturing sites at Newark...

... company was caught in a vicious circle with costs being too high resulting in no **new** business being generated and therefore the demand for product was reduced with a further negative...

... replaced by a manager who had a progressive approach to management, organisation and improvement. This **new** manager had been given a brief by Corporate Headquarters to either close the foundry or...

... in which everyone was told their current jobs were being made redundant but there are **new** positions available; these were group, **team** leader

and technical specialist roles. Everyone was invited to apply for these positions stating their...Cementing the recovery process

In 1994 the site was handed back to the Blackburn management team with the appointment of a new works manager from their existing ranks. It was decided to put some structure back into...

... actions. This is being facilitated by the increase in knowledge and skills promoted with the new technology which is being introduced to the site.

By adopting the TPM philosophy, improvements in...

... integrated into the annual strategic planning process which is undertaken using the policy deployment concept.

New technology has been introduced to help achieve higher output levels and reduce throughput time and new business, and this, in turn, has resulted in reducing costs and making the company more...criteria, the winner gaining a number of gift vouchers which are duly apportioned among the team members, or as some of the teams have done in the past, handed over to a charity of their choice.

Further recognition has come from the annual Blackburn team competition and that of the RHP Bearings Group. The winners of the Blackburn competition are often...

... on the development of improvement teams, TPM and set-up reduction using the SMED methodology.

New products

The largest single initiative in terms of new business came with the purchase of RHP Bearings by the NSK Corporation. With the takeover came a host of opportunities relating to the introduction of new products as part of NSK's globalisation activities. The introduction of one new product has grown to such an extent that it now represents around 25 per cent of the monthly base load for the factory. To further develop the business the management team is actively investigating new product materials such as plastic, resin, manganese alloy, aluminium and various grades of case iron...

... people and production process improvements. Examples of this can be found in the form of new product introduction and a culture of continuous change throughout the site.

From a people perspective...

19/9,K/2 (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

09914260 (THIS IS THE FULLTEXT)

Schroders PLC - Final Results

REGULATORY NEWS SERVICE

March 03, 2000

JOURNAL CODE: WRNS LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 2717

SCHRODERS PLC ANNOUNCEMENT OF RESULTS FOR YEAR ENDED 31ST DECEMBER
1999 Profits before tax up #92 mn to #324 mn Basic earnings per share of
82.8p - up 45% Total dividend up 12% to 18.5p

Year ended Year ended 31st December 31st December 1999 1998 #'mn #'mn
Profit before tax and Asian debt 306 275 provisions

Asian debt provisions (net) 18 (43) ===== Profit before tax 324
 232
 Tax (80) (63) ===== Profit after tax 244 169
 Minority interest 1 (1) ===== Profit attributable to
 shareholders 245 168

Commentary

It is gratifying that we are able to report record results for Schroders for 1999, the last complete year in which the asset management and investment banking businesses will be combined. First half profits of #147 million before tax were followed by pre-tax profits of #177 million in the second half, giving a total before tax for the year of #324 million, compared with the 1998 figure of #232 million. The 1999 results include a net write-back of #18 million in respect of Asian debt exposures, as against a #43 million (net) charge in 1998. Underlying profits (excluding Asian write-backs/provisions) were #31 million or 11 per cent. higher than in 1998. The pre-tax return on average equity was 26 per cent. (1998: 21 per cent.). At the attributable level, profits were #245 million (1998: #168 million), giving a post-tax return on average equity of 19 per cent. (1998: 15 per cent.). Basic earnings per share were up by 45 per cent. to 82.8p (1998:57.2p).

The Board is recommending a final dividend of 13p (1998: 11.5p), making a total of 18.5p for the year (1998: 16.5p).

Divisional Results

Asset Management

Our asset management business continued to expand in 1999, with funds under management rising by 20 per cent. to stand at #143 billion at the year end, compared with #119 billion a year earlier. Average assets rose by some 15 per cent. and underlying fee income by 16 per cent. Total revenues rose by 10 per cent. from #447 million to #491 million, reflecting the effect of lower transaction income, royalties and performance fees. With costs rising by 9 per cent., underlying pre-tax profits also increased by 10 per cent. to a record level of #162 million, compared with #147 million in 1998. In addition, a profit of #25 million was realised on the sale of our Australian property management business, so that total pre-tax profits were #187 million.

The international diversification of our client base continued and the proportion of funds under management owned by non-UK clients increased; in particular, a return to favour of Pacific and emerging markets helped us to generate a strong **new** business flow of specialist mandates, especially from American clients. The strong inflow of business in Japan continued, enabling us to maintain our leading position as a pension fund manager. Assets managed by our Japanese operation rose from #6.2 billion to #11.8 billion. Throughout the rest of Asia, mutual funds sales advanced substantially, including the successful launch of two **new** funds in Singapore investing in Japanese and global smaller companies. On the institutional side, in Hong Kong considerable resources have been devoted to preparing for the introduction of mandatory provident funds, a significant potential market for us. Our continental European client base also continued to expand, based primarily upon the ongoing success of our Luxembourg-based Schroder International Selection Fund family of open-end funds.

Within our domestic UK market place, our retail unit trust operation had a better year. Net outflows from our funds changed to net inflows as the year progressed, reflecting the improved performance of our key UK, Far East and emerging markets funds. Our core UK balanced pension fund and **charity** institutional business, however, continued to face **competition** from index trackers. We have taken steps during the year to strengthen the investment **team** devoted to this business and performance has begun to improve in a number of areas. This has helped us sustain the development of our more specialist services for UK institutional clients.

We continued to expand our product line. **New** retail funds last year included the Schroder Global Technology Fund and the Schroder UK Mid 250 Fund, while more recently we have launched the Schroder Institutional Multinational Equity Fund and the Schroder Monthly High Income Fund.

We have also expanded the resources devoted to alternative investments. Notwithstanding the sale of our Australian property management business, property management remains one of our core activities, especially in the UK, where the Schroder Exempt Property Unit Trust is the largest fund of its kind. Schroder Ventures consolidated its position as a leading international private equity group, with committed capital of \$2.5 billion in 25 funds. 1999 saw the raising of the largest international life sciences fund, the initial launch of Schroder Ventures Asia Pacific Fund and the establishment of a New York private equity operation. To complement our existing alternative investment expertise, a new structured products team was established in the middle of the year.

We continued the development of our private client business, in particular with the formation of Schroder Trust Bank in Miami to provide private banking and investment services to clients in the Americas.

Investment Banking

In investment banking, underlying pre-tax profits were \$144 million (1998: \$128 million), before a write-back of \$18 million in respect of Asian debt provisions and a charge for London surplus property of \$25 million, bringing overall profits before tax to \$137 million.

The major contribution came from European activities. UK corporate finance continued to win a good share of UK mandates and new clients, whilst progress in the continental European business, in both mergers and acquisitions and capital markets, was particularly encouraging. Assignments included advice to BTR on its merger with Siebe to form Invensys and to Credit Lyonnais on its privatisation, including acting as joint global lead manager of its IPO. Our European securities teams maintained their positions in research rankings and achieved record revenues and a substantial gain in market share over the previous year in many of the sectors in which they operate.

In the United States, corporate finance activity was broadly in line with the previous year, whilst our US equities business showed satisfactory improvements in commission levels.

In Asia, corporate finance generated record results, with revenues close to double the levels seen in 1998. Major assignments included advising Cable and Wireless on the first successful contested acquisition in Japan, the acquisition by Standard Chartered Bank of Nakornthon Bank in Thailand, advice to British American Tobacco on the merger with Rothmans in South East Asia, and advice to Hanvit Bank on a variety of debt restructurings in Korea. Our Japanese securities business had an excellent year.

In financial markets, both trading and client related activities generated higher profits than in the previous year, with a particular improvement in our European financing and risk management services and our London-based interest rate trading. In addition, our New York-based high yield business generated good profits from secondary trading in Asian debt.

Outlook

In January this year, we announced the proposed merger of our investment banking business with Salomon Smith Barney. This merger is expected to be completed around the end of April and our investment bankers look forward to participating in the creation of one of the world's leading investment banks.

The disposal of that business will enable our asset management business to implement fully its strategy to establish Schroders as one of the world's leading asset managers. In that connection we shall be undertaking initiatives designed to:

- Expand the resources dedicated to our institutional business, both in our home market within the UK and in continental Europe, Japan and North America, with the objective of achieving strong and competitive performance for clients, as well as growing our client base.
- Develop our mutual funds businesses in the UK, continental Europe and Asia as leaders in their fields.
- Expand our private banking business through growth of both private client asset management and lending and advisory activities. In particular we will apply for authorisation to establish a private bank in London.

- Accelerate the development of our range of alternative investment products, including private equity, property, hedge funds and structured investments.

Finally, we shall shortly be launching an "e-incubator" to develop business-to-business financial services activities.

We have relaunched our website and details of our services will be made continuously available at www.schroders.com.

Sir Winfried F.W. Bischoff I.P. Sedgwick Chairman Deputy Chairman
3rd March 2000

120 Cheapside London EC2V 6DS Tel: (44) 020 7658 6000

Proposed Final Dividend

The Directors recommend a final dividend of 13.0p per share, which, with the interim dividend of 5.5p paid on 28th October 1999, will make a total of 18.5p per share for 1999. Subject to approval at the Annual General Meeting to be held on 28th March 2000, the final dividend will be paid on 6th April 2000 to shareholders on the register at close of business on 17th March 2000.

Key Ratios and Statistics 1999 1998

Basic earnings per share (p)	82.8	57.2	Diluted earnings per share (p)	82.5	56.9
Dividends per share (p)	18.5	16.5	Dividend cover (times)	4.5	3.5
Profit margin pre-tax (%)	22.3	23.7	Cost/income ratio (%)	77.7	76.3
Average number of employees	6,353	6,156	Shareholders' funds (£'mn)	1,370.4	1,170.5
Average equity (£'mn)	1,270.5	1,108.4	Risk asset ratio (%)	22.7	19.1
Return on average equity pre-tax (%)	25.5	20.9	post-tax (%)	19.3	15.1

* Pre-Asian debt provisions

Consolidated profit and loss account for the year ended 31st December 1999

Notes	1999	1998	£'mn	£'mn
Net interest income	130.7	142.4		
Dividend income	0.3	0.5		
Fees and commissions (net)	1,103.4	943.6		
Net dealing income	88.8	8.6		
Other operating income	57.3	16.2		
Operating income	1,380.5	1,111.3		
Administrative expenses	1.2	(1,014.1)		
Depreciation and amortisation of goodwill	(48.4)	(21.1)		
				(1,062.5)
Provisions				
Specific provisions for bad and doubtful debts	(5.8)			
General provision for contingencies	- 20.0			
Provision for surplus property	(25.8)			
Other provisions	(2.6)			
				(34.2)
Income from associated undertakings	15.3	1.8		
Profit on sale of Australian property business	24.9			
Profit on ordinary activities before tax*	324.0	231.7		

Tax on profit on ordinary activities	2	(80.2)	(62.5)	
Profit on ordinary activities after tax	243.8	169.2		
Minority interests	0.8			
Profit for the financial year	244.6	167.8		

Dividends	(53.9)	(48.3)		
Profit retained by the Group for the financial year	190.7	119.5		
Basic earnings per share	82.8p	57.2p		
Diluted earnings per share	82.5p	56.9p		

* After crediting \$18.2 mn (charge of \$43.2 mn net) for Asian debt exposures.

The results above are all in respect of continuing operations of the Group.

Statement of total consolidated recognised gains and losses for the year ended 31st December 1999

1999	1998	£'mn	£'mn
Profit for the financial year	244.6	167.8	
Exchange translation adjustment to foreign currency net investments	6.3	0.8	
Total recognised gains and losses	250.9	168.6	

Reconciliation of movements in consolidated shareholders' funds

1999	1998	£'mn	£'mn
Profit for the financial year	244.6	167.8	
Dividends	(53.9)	(48.3)	
			190.7 119.5

Exchange translation adjustments	6.3	0.8	
New share capital subscribed	3.8	2.6	
Other movements	(0.9)	1.3	
			199.9 124.2

Equity shareholders' funds brought forward	1,170.5	1,046.3	
Equity shareholders' funds carried forward	1,370.4	1,170.5	

Consolidated balance sheet 1999 1998 at 31st December 1999 £'mn £'mn

Assets	Cash and balances at central banks	7.5	9.5
Treasury bills and other eligible bills	54.4	204.7	
Secured loans arising from purchase and			

resale agreements 2,924.1 4,263.5 Loans and advances to banks 1,419.3
 2,124.5 Loans and advances to customers (less provisions) 817.6 652.4
 Leasing receivables (less provisions) 447.5 459.0 Settlement accounts
 3,578.7 2,399.8 Debt securities and other fixed income securities 2,811.3
 2,151.3 Equity shares 311.1 134.2 Interest in associated undertakings 22.0
 7.2 Intangible fixed assets 16.8 - Tangible fixed assets 123.3 67.4
 Derivative contracts 420.3 688.0 Other assets 236.2 228.0 Prepayments and
 accrued income 212.2 199.1 ----- Total assets 13,402.3 13,588.6
 =====
 ===== Liabilities Deposits by banks 939.2 1,342.1 Customer
 accounts 1,363.7 1,431.7 Secured loans arising from sale and repurchase
 agreements 3,473.2 4,460.1 Settlement accounts 3,295.1 2,310.7 Debt
 securities in issue 583.2 466.0 Derivative contracts 531.4 845.9 Short
 securities positions 977.4 817.2 Other liabilities 176.9 180.4 Accruals and
 deferred income 628.9 520.6 Provisions for liabilities and charges 60.6
 29.5 ----- Total liabilities 12,029.6 12,404.2 Equity
 shareholders' funds Called up share capital 295.4 294.7 Share premium
 account 3.2 0.1 Reserves 105.6 86.0 Profit and loss account 966.2 789.7
 ----- 1,370.4 1,170.5 Equity minority interest 2.3 13.9 -----
 ----- Total liabilities and shareholders' funds 13,402.3 13,588.6
 =====

Memorandum items 1999 1998 #'mn #'mn Commitments Underwriting (fully
 sub-underwritten) - 294.3 Other 456.4 378.0 ----- 456.4 672.3
 =====
 ===== Contingent liabilities Acceptances and endorsements 534.7
 416.2 Guarantees 84.6 104.1 ----- 619.3 520.3 =====

Notes to the Profit and Loss Account

1. Administrative expenses

1999 1998 #'mn #'mn Staff costs Salaries and other remuneration 653.6
 525.4 Social security costs 38.0 32.2 Other pension costs 22.6 21.3 -----
 ----- 714.2 578.9

Other administrative expenses 299.9 283.1 ----- 1,014.1 862.0
 =====
 ===== 1999 1998 Number Number Average staff numbers - Investment
 banking 3,987 3,926 - Asset management 2,366 2,230 ----- 6,353 6,156
 =====

2. Taxation

1999 1998 #'mn #'mn United Kingdom 50.4 26.1 Overseas 29.8 36.4 -----
 ----- 80.2 62.5 =====

3. Segmental reporting - by class of business

Investment banking Asset management Total 1999 1998 1999 1998 1999
 1998 #'mn #'mn #'mn #'mn #'mn Net interest income 119.2 124.9 11.5
 17.5 130.7 142.4 Dividend income Fees and 0.3 0.4 - 0.1 0.3 0.5 commissions
 (net) Net dealing 630.1 525.4 473.3 418.2 1,103.4 943.6 income Other
 operating 85.7 4.2 3.1 4.4 88.8 8.6 income Operating 53.9 9.3 3.4 6.9 57.3
 16.2 income ----- 889.2
 664.2 491.3 447.1 1,380.5 1,111.3 Administrative Expenses (696.5) (567.3)
 (317.6) (294.7) (1,041.1) (862.0) Depreciation and amortisation of goodwill
 (37.0) (13.5) (11.4) (7.6) (48.4) (21.1) Provisions (net) (33.6) 1.7 (0.6)
 - (34.2) 1.7 Income from Associates 15.2 - 0.1 1.8 15.3 1.8 Profit on sale
 of Australian property business - - 24.9 - 24.9 - -----
 ----- Profit on ordinary activities: - before
 tax 137.3* 85.1* 186.7 146.6 324.0* 231.7* =====
 ===== - after tax 103.8 66.2 140.0 103.0 243.8 169.2
 Shareholders' funds 1,169.1 1,008.2 201.3 162.3 1,370.4 1,170.5 Gross
 assets 12,848.8 13,076.0 553.5 512.6 13,402.3 13,588.6 * After crediting
 #18.2 mn (charge of #43.2 mn net) against Asian debt exposures.

Note: The shareholders' funds are based on the capital employed in
 statutory entities and do not represent a fair apportionment of the capital
 which would be required if the two classes of business were wholly
 independent.

Five year financial summary 1995 1996 1997 1998 1999 #'mn #'mn #'mn
 #'mn #'mn Operating income 796.7 958.4 1,058.6 1,111.3 1,380.5 =====
 ===== Profit before tax 197.3 238.7 244.9
 231.7 324.0 Tax (54.5) (54.7) (68.4) (62.5) (80.2) -----
 ----- Profit after tax 142.8 184.0 176.5 169.2 243.8
 Minority interest (3.8) (4.8) (5.6) (1.4) 0.8 -----

```

----- Profit for the year 139.0 179.2 170.9 167.8 244.6
=====
Basic earnings per share (pence) 47.7 61.3 58.3 57.2 82.8 Diluted
earnings per share (pence) 47.2 60.9 57.9 56.9 82.5 Dividends:
Cost(#'mn) 31.2 39.1 45.0 48.3 53.9 Pence per share 10.7 13.3 15.3
16.5 18.5 Total assets(#'mn) 11,686.3 10,370.7 10,655.5 13,588.6 13,402.3
Shareholders' funds (#'mn) 849.3 941.1 1,046.3 1,170.5 1,370.4 Net assets
per share
(pence) 291 321 356 397 464
* * * * *

```

The financial information for 1999 included in this statement does not constitute the full group accounts for the Company for the year ended 31st December 1999. The full 1999 group accounts, upon which the auditors reported on 2nd March 2000, will be delivered to the Registrar of Companies after adoption at the Annual General Meeting to be held at 120 Cheapside, London EC2V 6DS on Tuesday, 28th March 2000.

Copies of this statement are available from the Company Secretary at 120 Cheapside, London EC2V 6DS (telephone (44) 20 7658 6208).

Copyright 2000 Regulatory News Service. Source : World Reporter (Trade Mark)

COMPANY NAMES: Schroders PLC
 DESCRIPTORS: Results; Company News; Dividends
 SIC CODES/DESCRIPTIONS: 6722 (Management Investment Open-End)
 NAICS CODES/DESCRIPTIONS: 52591 (Open-End Investment Funds)

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... a return to favour of Pacific and emerging markets helped us to generate a strong **new** business flow of specialist mandates, especially from American clients. The strong inflow of business in...

... the rest of Asia, mutual funds sales advanced substantially, including the successful launch of two **new** funds in Singapore investing in Japanese and global smaller companies. On the institutional side, in...

... key UK, Far East and emerging markets funds. Our core UK balanced pension fund and **charity** institutional business, however, continued to face **competition** from index trackers. We have taken steps during the year to strengthen the investment **team** devoted to this business and performance has begun to improve in a number of areas...

...our more specialist services for UK institutional clients.

We continued to expand our product line. **New** retail funds last year included the Schroder Global Technology Fund and the Schroder UK Mid...

... fund, the initial launch of Schroder Ventures Asia Pacific Fund and the establishment of a **New** York private equity operation. To complement our existing alternative investment expertise, a **new** structured products **team** was established in the middle of the year.

We continued the development of our private...

... European activities. UK corporate finance continued to win a good share of UK mandates and **new** clients, whilst progress in the continental European business, in both mergers and acquisitions and capital...financing and risk management services and our London-based interest rate trading. In addition, our **New** York-based high yield business generated good profits from secondary trading in Asian debt.

Outlook...

...53.9) (48.3) ----- 190.7 119.5

Exchange translation adjustments 6.3 0.8 **New** share capital subscribed 3.8 2.6 Other movements (0.9) 1.3 ----- 199.9...

?t s7/9,k/1-33

7/9,K/1 (Item 1 from file: 16)
 DIALOG(R)File 16:Gale Group PROMT(R)
 (c) 2003 The Gale Group. All rts. reserv.

08848721 Supplier Number: 76864827 (THIS IS THE FULLTEXT)
The Duck Race With a Difference: Kintera's Internet Technology Generates 61 Percent of Proceeds for Special Olympics New York.

Business Wire, p0174

July 31, 2001

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 1000

TEXT:

Business/Feature Editors

SAN DIEGO--(BUSINESS WIRE)--July 31, 2001

Online Team Competition Drives Popularity and Fundraising Success of

the Million Dollar Duck Race

Take one Duck Race to benefit a noble cause, add easy-to-use online fundraising tools, stir in a bit of healthy competition -- and it's a winning formula for success, according to Special Olympics New York.

In just two and a half weeks before their recent Million Dollar Duck Race, nearly a half million hits were logged by the event Web site as thousands of New Yorkers helped the charity raise \$100,000 in critically needed funds. Using innovative Web-based technologies provided by Kintera, the leader in Internet marketing services for nonprofits, event participants divided themselves into teams and competed online to create a frenzy of duck "adoptions" -- demonstrating that, while "quacky" at times, New Yorkers do indeed have a heart.

The Million Dollar Duck Race on June 28 was the first time that the Internet has played an integral role in a fundraising event for Special Olympics New York. Almost 3,000 participants adopted -- for a \$5 donation -- thousands of sunglass-attired rubber ducks by logging onto a special Web site. The organization's initial goal was to adopt 5,000 ducks. But with an overwhelming response from participants, a total of 10,000 ducks were sold out before race day, where they were dropped into the East River under the Brooklyn Bridge, floating to the finish line at the South Street Seaport before a huge crowd of cheering spectators. By melding traditional fundraising with online marketing, the organization reached a larger number of participants who contributed to a great cause.

For Special Olympics New York, the key to generating 61 percent of the total duck adoptions through online registrations was the Internet **team competition**. Motivated by their need to help, but fueled by competitive juices -- and the incentive to win a party for 500 -- two leading teams provided a hectic ping-pong of **fundraising** fun that made a difference in the success of this event. Although the "Sofa Kings" and "Lodi H.S. Alumni" might have had varied reasons for their involvement in the event, it was the competition between the two teams that resulted in nearly 350 team participants together raising over \$8,000.

"When I heard about the Duck Race, I thought it might be a fun thing for our classmates to get involved with ... then it snowballed!" said Carrie Hook, captain of the Lodi High School Alumni Duck Race Team, which won an outdoor party for 500 people at Manhattan's South Street Seaport for their efforts.

"I keep a database of names and contact information as our high school reunion organizer, so I emailed everyone to ask them to help Special Olympics. As it got closer to the race day, we were running neck and neck with the Sofa Kings, a team of Wall Street professionals. We couldn't let these people take away our party -- in fact, we raised the final \$2,000 during the last two days before the event!"

Matthew Tyrrel, captain of the runner-up Sofa Kings team, reported, "I thought the Duck Race was a fun idea, for a good cause. I sent emails to

about 150 people asking them to buy a 'quack pack,' they sent to people they knew and it just grew. The web site made it very easy to get involved and to see how we were doing. If it weren't for the competition between the Lodi H.S. Alumni team, we wouldn't have raised \$4,000. We were spurred on because Lodi Alumni was ahead of us. In fact, on the last day when the two teams were very close, my friends kept calling me at work, trying to find more participants so we could win!"

Dr. Jeane Chen, executive vice president of engineering at Kintera, noted, "As other Duck Race participants saw the competition heat up between the Lodi H.S. Alumni team and the Sofa Kings, more than 100 donors were recruited to change from their existing teams. The competitive spirit that grew with this event made a huge difference in the final fundraising totals, which is a great example of the 'Friends Asking Friends(TM)' concept that Kintera's personalized email and website tools make possible."

Special Olympics New York was pleased with the speed and ease of use facilitated by online tools. "Kintera's website production and support contributed to the overwhelming success of the Special Olympics New York Million Dollar Duck Race," added Neal J. Johnson, president and chief executive office of the organization. "With Kintera's help, we hope to organize an even bigger and better Million Dollar Duck Race next year."

About Special Olympics New York

Special Olympics New York provides year-round sports training and athletic competition in 22 Olympic-style sports for people with mental retardation. Special Olympics New York is the largest program of its kind, with nearly 40,000 athletes throughout New York state, including 18,000 athletes in the New York metropolitan area.

About Kintera Inc.

Kintera is an Internet marketing service provider offering advanced Internet fundraising solutions to nonprofit organizations. Kintera's solutions leverage the power of the Internet to enrich user experiences when interacting with nonprofit organizations, thereby enhancing donor recruitment, cultivation and stewardship programs. Kintera's end-to-end Internet services meld traditional fundraising with online marketing solutions to augment overall fundraising activities. For more information and job opportunities, visit the Kintera Web site at www.kintera.com or call 858/795-3000. Kintera is located in San Diego.

Kintera: When knowledge interacts with emotion(TM).

The release contains information about future expectations, plans and prospects of Kintera Inc. and constitutes forward-looking statements for purposes of the safe harbor provisions under the Private Securities Litigation Reform Act of 1995.

COPYRIGHT 2001 Business Wire

COPYRIGHT 2001 Gale Group

PUBLISHER NAME: Business Wire

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

SAN DIEGO--(BUSINESS WIRE)--July 31, 2001

Online **Team Competition** Drives Popularity and **Fundraising** Success of

the Million Dollar Duck Race

Take one Duck Race to benefit a noble...

...to generating 61 percent of the total duck adoptions through online registrations was the Internet **team competition**. Motivated by their need to help, but fueled by competitive juices -- and the incentive to win a party for 500 -- two leading teams provided a hectic ping-pong of **fundraising** fun that made a difference in the success of this event. Although the "Sofa Kings...

7/9,K/2 (Item 2 from file: 16)

DIALOG(R) File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

07471022 Supplier Number: 62793932 (THIS IS THE FULLTEXT)

Los Angeles's Sycamore Grove Park, Site for Giant Cookout of "Arroz a la Jardinera", the Local Latino Preferred Dish.

Business Wire, p2685

June 19, 2000

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 645

TEXT:

Business Editors/Fund-Raising & Hispanic News Writers

LOS ANGELES--(BUSINESS WIRE)--June 19, 2000

The Latino Children's Fund and Para Los Ninos Together
With Dawn Dishwashing Liquid Compete to Clean Pots
to Win All Proceeds From Sales

Dawn dishwashing liquid teams up with The Latino Children's Fund and Para Los Ninos for the "Foods You Love To Eat But Hate To Clean" fund-raising event on Saturday June 24 at Sycamore Grove Park hosted by Amelia Macchiavello and Chef Parra from the radio show "Recetas del Chef Parra."

The favored local Latino dish, "Arroz a la Jardinera," will be prepared in two enormous pots measuring 6 feet wide and 2 feet deep. "Arroz a la Jardinera" was selected as the dish Latin women "love to eat but hate to clean" according to a recent survey among Latin women conducted by Dawn in Houston/Los Angeles.

Chef Parra will lead the preparation of "Arroz a la Jardinera" in the two oversized pots. The food will then be served to the public for \$2 per plate. Once the pots have been emptied, a team of men from the two local **charities** will challenge each other for the "cleanest pots in the shortest time span" using Dawn and scrubbies. As the men engage in the intense cleaning **competition**, the women from each **team** will supervise while being pampered with massages in a beach-like atmosphere.

Each charity will receive a donation of \$5,000 from Dawn for programs that benefit the Latino community. Additionally, the charity that wins the cleaning race will receive all the proceeds from the rice dish sales.

"Such events make it possible for The Latino Children's Fund and Para Los Ninos and Dawn Dishwashing Liquid to work together towards supporting causes for the Latino community," said Joseph Costa, Executive Vice President for Para Los Ninos.

"We are excited about working together with these community organizations to bring a fun event to Houston's Latino community while raising funds for such great causes," said Kelly Killian, Dawn Brand Manager for the Multicultural Division.

The survey conducted by Dawn of 300 women ranging between the ages of 19 - 48 also revealed these interesting results:

- 45 percent of the women felt more relaxed, at peace and calm after they had finished washing dishes.
- 11 percent of the women felt exhausted or tired after they had finished washing dishes
- 71 percent of Latin women utilize recipes they learned from their mothers and grandmothers.
- One percent of Latin women rely on cookbooks to prepare their favorite dishes.
- 17 percent of Latin women still use traditional methods to clean pots and pans; scrub pot using lemon, vinegar, sand or powder detergent.

In addition to the "Food I Love to Eat and Hate to Clean" program, Dawn is also a sponsor of Procter & Gamble's on-going national Hispanic community initiative called "Avanzando Con Tu Familia" (Helping Your Family Succeed).

Dawn dishwashing liquid is the best on cutting through tough grease. In addition to the three scents of Dawn's original formula, Dawn offers consumers three variations, each with its own special benefit. Dawn Power

Plus tackles baked-on foods and grease quickly without excessive scrubbing. Dawn Antibacterial retains Dawn's signature grease-cleaning formula while eliminating 99% of germs on hands when used as a hand soap. New Dawn Special Care actually improves the look and feel of hands because it has Skin Vitalizing Proteins.

In addition to its line of Dawn dishcare products, Procter & Gamble markets more than 300 brands to nearly 5 billion consumers in over 140 countries. Based in Cincinnati, OH, USA, Procter & Gamble has on-the-ground operations in over 70 countries and employs more than 110,000 employees worldwide. Procter & Gamble has developed some of the best-known laundry and cleaning products including Tide, Downy, Mr. Clean and Cascade.

Note to Editors: A Photo is available at URL:
<http://www.businesswire.com/cgi-bin/photo.cgi?pw.060800/bb2>

COPYRIGHT 2000 Business Wire

COPYRIGHT 2000 Gale Group

PUBLISHER NAME: Business Wire

COMPANY NAMES: *Procter and Gamble Co.

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: *2840000 (Soaps, Detergents & Toiletries)

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

SIC CODES: 2840 (Soap, Cleaners, and Toilet Goods)

NAICS CODES: 3256 (Soap, Cleaning Compound, and Toilet Preparation Manufacturing)

TICKER SYMBOLS: PG

SPECIAL FEATURES: INDUSTRY; COMPANY

... plate. Once the pots have been emptied, a team of men from the two local **charities** will challenge each other for the "cleanest pots in the shortest time span" using Dawn and scrubbies. As the men engage in the intense cleaning **competition**, the women from each **team** will supervise while being pampered with massages in a beach-like atmosphere.

Each charity will...

7/9,K/3 (Item 3 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

07431661 Supplier Number: 62514513 (THIS IS THE FULLTEXT)

Houston's Mason Park, Site for Giant Cookout of 'Arroz a la Jardinera,' the Local Latino Preferred Dish.

Business Wire, pl400

June 6, 2000

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 610

TEXT:

Business Editors

HOUSTON--(BUSINESS WIRE)--June 6, 2000

LULAC District Eight and SER-Jobs for Progress, together with Dawn Dishwashing Liquid Compete to Clean the Pots to Win All Proceeds From Sales

Dawn dishwashing liquid teams up with LULAC District Eight and SER-Jobs for Progress for the "Foods You Love To Eat But Hate To Clean" fund-raising event on Sunday, June 11 at Mason Park hosted by Amelia Macchiavello and Chef Salomon Villatoro from Mama Ninfa's Restaurant.

The favored local Latino dish, "Arroz a la Jardinera," will be prepared in two enormous pots measuring 6 feet wide and 2 feet deep. "Arroz a la Jardinera" was selected as the dish Latin women "love to eat but hate to clean" according to a recent survey among Latin women conducted by Dawn in Houston and Los Angeles.

Chef Salomon Villatoro will lead the preparation of "Arroz a la Jardinera" in the two oversized pots. The food will then be served to the public for \$2 per plate. Once the pots have been emptied, a team of men

from the two local **charities** will challenge each other for the "cleanest pots in the shortest time span" using Dawn and scrubbies. As the men engage in the intense cleaning **competition**, the women from each **team** will supervise while being pampered with massages in a beach-like atmosphere.

Each charity will receive a donation of \$5,000 from Dawn for programs that benefit the Latino community. Additionally, the charity that wins the cleaning race will receive all the proceeds from the rice dish sales.

"Such events make it possible for LULAC District Eight, SER and Dawn Dishwashing Liquid to work together towards supporting causes for the Latino community," said Rick Dovalina, LULAC National President.

"We are excited about working together with these community organizations to bring a fun event to Houston's Latino community while raising funds for such great causes," said Kelly Killian, Dawn Brand Manager for the Multicultural Division.

The survey conducted by Dawn of 300 women ranging between the ages of 19 - 48 also revealed these interesting results:

-- 45 percent of the women felt more relaxed, at peace and calm after they had finished washing dishes.

-- 11 percent of the women felt exhausted or tired after they had finished washing dishes.

-- 71 percent of Latin women utilize recipes they learned from their mothers and grandmothers.

-- One percent of Latin women rely on cookbooks to prepare their favorite dishes.

-- 17 percent of Latin women still use traditional methods to clean pots and pans; scrub pot using lemon, vinegar, sand or powder detergent.

In addition to the "Food I Love to Eat and Hate to Clean" program, Dawn is also a sponsor of Procter & Gamble's on-going national Hispanic community initiative called "Avanzando Con Tu Familia" (Helping Your Family Succeed).

Dawn dishwashing liquid is the best on cutting through tough grease. In addition to the three scents of Dawn's original formula, Dawn offers consumers three variations, each with its own special benefit. Dawn Power Plus tackles baked-on foods and grease quickly without excessive scrubbing. Dawn Antibacterial retains Dawn's signature grease-cleaning formula while eliminating 99% of germs on hands when used as a hand soap. New Dawn Special Care actually improves the look and feel of hands because it has Skin Vitalizing Proteins.

In addition to its line of Dawn dishcare products, Procter & Gamble markets more than 300 brands to nearly 5 billion consumers in over 140 countries. Based in Cincinnati, Ohio, USA, Procter & Gamble has on-the-ground operations in over 70 countries and employs more than 110,000 employees worldwide. Procter & Gamble has developed some of the best-known laundry and cleaning products including Tide, Downy, Mr. Clean and Cascade.

COPYRIGHT 2000 Business Wire

COPYRIGHT 2000 Gale Group

PUBLISHER NAME: Business Wire

COMPANY NAMES: *Procter and Gamble Co.

PRODUCT NAMES: *2840000 (Soaps, Detergents & Toiletries)

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

SIC CODES: 2840 (Soap, Cleaners, and Toilet Goods)

NAICS CODES: 3256 (Soap, Cleaning Compound, and Toilet Preparation)

Manufacturing)
 TICKER SYMBOLS: PG
 SPECIAL FEATURES: INDUSTRY; COMPANY

... plate. Once the pots have been emptied, a team of men from the two local **charities** will challenge each other for the "cleanest pots in the shortest time span" using Dawn and scrubbies. As the men engage in the intense cleaning **competition**, the women from each **team** will supervise while being pampered with massages in a beach-like atmosphere.

Each charity will...

7/9,K/4 (Item 4 from file: 16)
 DIALOG(R)File 16:Gale Group PROMT(R)
 (c) 2003 The Gale Group. All rts. reserv.

04906384 Supplier Number: 47214557 (THIS IS THE FULLTEXT)

WILL PGA GOLF CARD SUCCEED WHERE OTHERS HAVE FAILED?

Card News, v12, n5, pN/A

March 17, 1997

ISSN: 0894-0797

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 438

TEXT:

Dallas-based First USA Inc. is hoping its newly launched PGA Tour and Senior PGA Tour MasterCard product will be the golf card that sinks a hole in one, compared to other golf cards that have been way over par.

Event marketing will make a difference for this affinity card, says Stu Upson, vice president of sports marketing at First USA. "The [PGA] tour is a very strong market, with terrific affinity." The card is being marketed at all PGA tournaments. "The fans feel pretty positive about the tour and that's helping." Proceeds from card use will benefit touring **charities** through funding of the MasterCard Charity **Team Competition** on both tours.

That may not be enough, say analysts, noting an abundance of golf-related products that have gotten stuck in the rough.

"Affinity alone is not enough to play to this high-end segment," says Chris Theoharides, a co-branding specialist and president of Advantage Consulting in Massapequa, N.Y.

"For a golf-related card to be really successful, it needs to offer golf-related bonuses and discounts and opportunities for the consumer, not just charitable contributions," he says.

There are plans in the works to add value to the card, responds Upson. "We want our activation and utilization [rates] to meet our own requirements, so we will be adding more benefits to the card." Cardholders have the option of buying into a mileage program for \$39 a year, he adds.

But with the number of cards on the market that appeal to golfers, it becomes even more important to distinguish new products, says Steve Kroll, president of the consultancy, Rx Communications in Reno, Nev., noting at least three other banks with golf products on the market. "It's a tough market. This is going to test the segmentation skills of First USA."

"Golfers tend to be upscale," says Theoharides. "These are the same people getting the best co-brand offers in the market." The mileage program isn't expected to hold much appeal. "These folks already have mileage cards or have the option to have mileage cards. The way to appeal to them is by offering golf related goods."

There will be two different card faces, one for the PGA Tour and the other for the Senior PGA Tour, Upson says.

PGA Tour MasterCard Features

* APR: 17.9 percent after introductory rate * Annual Fee: none;
 mileage program can be added for \$39 * Structure/Rebates: Proceeds from card use will benefit tournament charities through funding of the MasterCard Charity **Team Competition**. Additional features to be added

later. Source: First USA (Steve Kroll, Rx Communications, 510/254-6895; Chris Theoharides, Advantage, 516/589-2000; Stu Upson, First USA, 214/849-3729.)

COPYRIGHT 1997 Phillips Business Information, Inc.

COPYRIGHT 1999 Gale Group

PUBLISHER NAME: Phillips Business Information, Inc.

COMPANY NAMES: *First USA Inc.; MasterCard International Inc.

EVENT NAMES: *240 (Marketing procedures)

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: *6020150 (Consumer Bank Credit Card Svcs)

INDUSTRY NAMES: BANK (Banking, Finance and Accounting); BUSN (Any type of business)

NAICS CODES: 52221 (Credit Card Issuing)

TICKER SYMBOLS: FUS

SPECIAL FEATURES: COMPANY

... positive about the tour and that's helping." Proceeds from card use will benefit touring **charities** through funding of the MasterCard Charity **Team Competition** on both tours.

That may not be enough, say analysts, noting an abundance of golf...

...Rebates: Proceeds from card use will benefit tournament charities through funding of the MasterCard Charity **Team Competition**. Additional features to be added later. Source: First USA (Steve Kroll, Rx Communications, 510/254...

7/9,K/5 (Item 5 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

04869147 Supplier Number: 47161243 (THIS IS THE FULLTEXT)

East Wins Web Review's First 'Cool Site In A Day' Competition At Web '97

PR Newswire, p0227LATH041

Feb 27, 1997

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 791

TEXT:

SAN FRANCISCO, Feb. 27 /PRNewswire/ -- Web developers east of the Mississippi are celebrating this week. Their all-star team, led by Kyle Shannon, founder of Agency, Inc. (<http://www.agency.com>) and Urban Desires, took home the winner's cup and bragging rights from Web Review's first "Cool Site in A Day" competition for charity at the Web Design & Development conference (<http://www.web97.com>).

Early Monday morning, the two teams, comprised of developers from ten different companies, were given information packets containing source materials about two deserving non-profit groups. Their assignment: to create a cool Web site in eight hours, live from the Web '97 show floor, amidst live music and onlookers in the show's funky Online Lounge.

The East team was assigned Spare Change, a newspaper published by and for the homeless in New England. The West team, led by Glenn Davis of Project Cool (<http://www.projectcool.com>), created a site for Portland, Oregon-based Artists for a Hate Free America. By the end of the day, the two **charities** had new Web sites worth approximately \$35,000 each. And that night, Microsoft's Site Builder Network hosted a gala event, where the winners were announced and the trophy was presented to the East **team**.

"The real winners of this **competition** are the two great **charities**, who now have cool sites with which to communicate their message to a worldwide audience on the Web," said Kyle Shannon during his acceptance speech.

The captains selected their team members from dozens of outstanding applicants, who were judged on past work and a variety of technical and creative criteria. The East team was comprised of August de los Reyes of

Community Newspaper Company (<http://www.townonline.com>), Mark Opala, of Earth web (<http://www.earthweb.com>), Nate Brochin of Rare Medium (<http://www.raremedium.com>) and Scott Barklow of MVBMS (<http://www.mvbms.com>). Contestants from the West were Ann Fullerton of Modern Solutions (<http://www.mods.com>), Ethan Allen of Raspberry Media (<http://www.raspberrymedia.com>), Josh Feldman of Prophet Communications (<http://www.prophetcom.com>) and Kevin Ready of Blue Platypus (<http://www.blueplatypus.com>).

Members of both teams received a Web '97 conference pass from Miller Freeman worth \$1,500 and approximately \$5,000 in donated software and books from sponsors O'Reilly & Associates, Sybase, Vxtreme, Marimba, Silicon Graphics and Random Noise.

The panel of judges selected to review the sites consisted of Web luminaries Clement Mok of Studio Archetype (<http://www.studioarchetype.com>), author, teacher, and designer Lynda Weinman (<http://www.lynda.com>), Jeet Singh, co-founder of the Art Technology Group (<http://www.atg.com>), Terry Swack, president of TS Design (<http://www.tsdesign.com>), Bob Schmitt art director of Web Review (<http://webreview.com>) and Farhan Memon of Yack! (<http://www.yack.com>) and Interactive Week.

Judge Jeet Singh quipped, "I think more people should design sites in eight hours -- they might be a lot better."

Web Review, the weekly online publication for Web developers, will host the new sites temporarily at <http://webreview.com/ahfa> and <http://webreview.com/sparechange>. Complete coverage with photos from the contest can also be found on Web Review.

"Cool Site in A Day is the distilled essence of the Web design and development process," said Kirsten Alexander, senior editor of Web Review. "Attaining this level of skill is why Web professionals attend this Conference, and why they read Web Review each week."

An East-West rematch is already scheduled for the next Web '97 conference, which will be held at the end of September in Washington, D.C. Kyle Shannon says he'll be back to defend the title, and developers from throughout the West are already forging strategies to bring the trophy home.

Web '97 is produced by Miller Freeman, Inc.'s Software Development Conference & Show Group. MFI is well known for its quality technical programs for developers of all types of software, including the Software Development Conference and the Computer Game Developers' Conference. Miller Freeman, Inc., North America's largest producer of trade shows, is a wholly owned subsidiary of United News & Media in London, England. For more information on this event and related technical training, call 800-441-8826 or 415-905-2702, or e-mail web97@mfi.com.

CONTACT: Tony Winders of InterActive Agency, 415-908-6606, tony@iagency.com; or Kirsten Alexander of Web Review, 617-499-7438, kalex@songline.com; or Maxi Lilley of Miller Freeman, 415-905-2782, mlilley@mfi.com

SOURCE Miller Freeman Inc.

-0-

02/27/97

/CONTACT: Tony Winders of InterActive Agency, 415-908-6606, tony@iagency.com; or Kirsten Alexander of Web Review, 617-499-7438, kalex@songline.com; or Maxi Lilley of Miller Freeman, 415-905-2782, mlilley@mfi.com/

CO: Miller Freeman Inc.
ST: California
IN: CPR MLM
SU:

AM-SS

-- LATH041 --

2862 02/27/97 09:03 EST <http://www.prnewswire.com>
COPYRIGHT 1997 PR Newswire Association, Inc.

COPYRIGHT 1999 Gale Group
 PUBLISHER NAME: PR Newswire Association, Inc.
 COMPANY NAMES: *Agency Inc.
 EVENT NAMES: *240 (Marketing procedures); 290 (Public affairs)
 GEOGRAPHIC NAMES: *1USA (United States)
 PRODUCT NAMES: *7311000 (Advertising Agencies)
 INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)
 NAICS CODES: 54181 (Advertising Agencies)
 SPECIAL FEATURES: LOB; COMPANY
 ADVERTISING AGENCY: Agency, Inc.
 ADVERTISING CODES: 44 Agency Self Promotion
 ... based Artists for a Hate Free America. By the end of the day, the two **charities** had new Web sites worth approximately \$35,000 each. And that night, Microsoft's Site...

...gala event, where the winners were announced and the trophy was presented to the East **team**.

"The real winners of this **competition** are the two great **charities**, who now have cool sites with which to communicate their message to a worldwide audience...

7/9,K/6 (Item 6 from file: 16)
 DIALOG(R) File 16:Gale Group PROMT(R)
 (c) 2003 The Gale Group. All rts. reserv.

04810193 Supplier Number: 47076977 (THIS IS THE FULLTEXT)

First USA Issues PGA TOUR and Senior PGA TOUR MasterCard.

Business Wire, p01300063

Jan 30, 1997

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 751

TEXT:

KEY BISCAYNE, Fla.--(BUSINESS WIRE)--Jan. 30, 1997--

Card use supports PGA TOUR and Senior PGA TOUR tournament charities
 First USA, one of the nation's leading credit card providers, announced it is offering PGA TOUR and Senior PGA TOUR MasterCard cards.

Proceeds from card use will benefit tournament **charities** through funding of the MasterCard Charity **Team Competition** on both TOURS.

The no-annual-fee cards are available this week at the Senior PGA TOUR's Royal Caribbean Classic at the Crandon Park Golf Club (Key Biscayne, Fla.). Applications for the cards will be taken at most TOUR events.

In addition, applications can be made via a toll-free 800 number (800/347-7887). Later this spring, visitors to both the First USA (www.firstusa.com) and PGA TOUR (www.pgatour.com) web sites will also be able to apply for the cards online.

"We are pleased to enter this exciting new relationship with First USA and MasterCard," says Leo McCullagh, vice president, marketing and retail licensing, PGA TOUR. "The PGA TOUR and Senior PGA TOUR MasterCards enable the millions of fans who watch our tournaments to not only show their allegiance to our organization, but help us contribute to charities at each event."

In 1996, PGA TOUR and Senior PGA TOUR charitable contributions totaled over \$35 million. The PGA TOUR and Senior PGA TOUR MasterCards are expected to help increase contributions in 1997 and beyond.

"First USA is proud to support the PGA TOUR and Senior PGA TOUR and help increase both TOURS' contributions to critical charities throughout the country," said James W. Stewart III, executive vice president, partnership marketing, First USA. "We expect great enthusiasm for the cards because they are an exceptional value to consumers and a great way for golf fans to support the TOUR."

The no-annual-fee MasterCard features a 5.9 percent introductory interest rate; a credit line up to \$100,000; a money-saving

balance-transfer option; and 24-hour, toll-free access to customer service representatives.

In addition, First USA plans to offer Cardmembers the opportunity to participate in its Value Miles(SM) travel program. Members earn Value Miles redeemable for free travel for every dollar they spend using their First USA credit cards.

MasterCard is the "official card" of the PGA TOUR and Senior PGA TOUR, making it the preferred method of payment at PGA TOUR shops, Tournament Players Clubs and other locations. MasterCard also sponsors some of the biggest events in golf, including the MasterCard Championship and the MasterCard Colonial.

First USA is a leader in partnership credit card marketing, issuing credit cards for leading retailers, financial institutions, associations, universities and sports franchises and organizations. Partner organizations include: Southwest Airlines, America Online, The University of Notre Dame, the American Kennel Club (AKC), the New Jersey Devils, and Countrywide Home Loans.

First USA, Inc. (NYSE: FUS) is a financial services company specializing in the credit card business and is among the largest providers of Visa and MasterCard services in the nation. First USA provides Visa and MasterCard services nationwide and had approximately 16 million credit cards issued and \$22.4 billion in total loans outstanding at Dec. 31, 1996.

First USA participates in the payment processing business through its 57 percent interest in First USA Paymentech. On Jan. 20, 1997, BANC ONE CORPORATION and First USA jointly announced that an agreement had been reached for First USA to merge with BANC ONE. The transaction is expected to be completed by May 31, 1997. First USA maintains a site on the World Wide Web at <http://www.firstusa.com>.

MasterCard International, a payments company with one of the world's most recognized brands, is dedicated to helping more than 22,000 financial institutions around the world offer consumers a variety of payment options.

MasterCard remains focused on helping shape the future of money by expanding acceptance of its global brands (MasterCard(R), Maestro(R) and Cirrus(R), the world's largest ATM network) and maintaining reliable, secure networks facilitating global value exchange.

MasterCard has nearly 370 million credit and debit cards that are accepted at more than 13 million locations worldwide. In 1995, gross dollar volume generated almost \$500 billion. MasterCard can be reached through its World Wide Web site at <http://www.mastercard.com>. -0- EDITORS NOTE: A photo of both the PGA TOUR and the Senior PGA TOUR MasterCards are available free to media via Wieck Photo database by calling 972/392-0888.

CONTACT: First USA Bank
Tony Plohoros, 214/849-3729
or
PGA TOUR
Mike Mueller, 904/273-3308
or
MasterCard International
Sean Healy, 914/249-4606

COPYRIGHT 1997 Business Wire
COPYRIGHT 1999 Gale Group
PUBLISHER NAME: Business Wire
COMPANY NAMES: *First USA Inc.
EVENT NAMES: *240 (Marketing procedures)
GEOGRAPHIC NAMES: *1USA (United States)
PRODUCT NAMES: *6020150 (Consumer Bank Credit Card Svcs)
INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)
NAICS CODES: 52221 (Credit Card Issuing)
TICKER SYMBOLS: FUS
SPECIAL FEATURES: COMPANY

... PGA TOUR and Senior PGA TOUR MasterCard cards.
Proceeds from card use will benefit tournament **charities** through

funding of the MasterCard Charity **Team Competition** on both TOURS.
The no-annual-fee cards are available this week at the Senior...

7/9,K/7 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07878111 SUPPLIER NUMBER: 16909159 (THIS IS THE FULL TEXT)
IDEON TO SPONSOR 1995 PGA TOUR EVENT AT PLEASANT VALLEY COUNTRY CLUB
PR Newswire, p525NY054
May 25, 1995
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 339 LINE COUNT: 00031

TEXT:

JACKSONVILLE, Fla., May 25 /PRNewswire/ -- Ideon Group, Inc. the company that manages PGA TOUR Partners has become a title sponsor of the TOUR event in central New England.

The first Ideon Classic at Pleasant Valley will be played July 24-30, 1995 at Pleasant Valley Country Club in Sutton, MA. The event, which celebrates its 30th year on the PGA TOUR, was formerly known as the New England Classic.

"The 1995 Ideon Classic at Pleasant Valley is an ideal association for us as we strengthen our position in the world of golf and promote the PGA TOUR Partners program," said Paul G. Kahn, Chairman and Chief Executive Officer of Ideon Group, Inc. "This tournament and PGA TOUR Partners have a lot in common as they both garner tremendous grass roots support and have a strong track record of raising monies for needy charities."

Buick Motor Division and the Buick Dealers of New England will remain as presenting sponsor, which will be televised nationally on The Golf Channel.

Ideon Group, Inc., is a group of high-growth companies that capitalize on core capabilities and strengths in targeted marketing, information technology and customer service to develop and deliver products and services with discernible and compelling benefits for businesses and consumers. Its subsidiaries are: Ideon Marketing & Services Company; SafeCard Services, Inc.; Wright Express Corporation; National Leisure Group, Inc.; Family Protection Network, Inc.

Ideon will showcase the PGA TOUR Partners programs throughout tournament week. Created in 1991 to fund the PGA TOUR **Team Charity Competition** and promote the TOUR players and tournaments, Partners provides golfers with an interactive PGA TOUR membership program while distributing more than \$7 million to **charities** since its inception. For free information about PGA TOUR Partners consumers should call 1-800-PGA-TOUR.

-0-

5/25/95

/CONTACT: Doug Drotman of National Media Group, 212-307-5300; or Steve Mingolla, Tournament Director, 508-865-1491/

CO: Ideon Group, Inc. ST: Massachusetts IN: ENT SU:

DC-AJ -- NY054 -- 9479 05/25/95 12:53 EDT

COPYRIGHT PR Newswire 1995

COMPANY NAMES: Ideon Group Inc.--Planning
INDUSTRY CODES/NAMES: BUS Business, General
FILE SEGMENT: NW File 649

... PGA TOUR Partners programs throughout tournament week. Created in 1991 to fund the PGA TOUR **Team Charity Competition** and promote the TOUR players and tournaments, Partners provides golfers with an interactive PGA TOUR membership program while distributing more than \$7 million to **charities** since its inception. For free information about PGA TOUR Partners consumers should call 1-800...

7/9,K/8 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07835524 SUPPLIER NUMBER: 16834894 (THIS IS THE FULL TEXT)

Earth Day's birthday. (supermarket industry participation in the event)

Tibbitts, Lisa A.

Supermarket News, v45, n16, p1(3)

April 17, 1995

ISSN: 0039-5803

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 2184 LINE COUNT: 00172

ABSTRACT: Supermarket retailers' commitment to environmental ideals will be displayed on April 22, 1995, Earth Day's 25th anniversary. These operators, as well as wholesale grocery companies, have had programs that are environmentally friendly. During the event, these operators will be given a chance to show their programs or install new initiatives. Some of programs supermarket operators have used over the years include plastic bag recycling and financial support of environmental groups.

TEXT:

Earth Day is 25 years old this week, and the supermarket industry is celebrating. Food retailers and wholesalers are viewing Saturday's anniversary of the environmental holiday as a prime opportunity to trumpet their dedication to "green" causes. Many are launching new initiatives or re-emphasizing existing programs, ranging from product recycling and bag reuse to tree plantings and educational efforts, according to an SN survey. Companies are also taking part in parades and fairs to toast the holiday.

Retailers such as H-E-B Grocery Co., Whole Foods Market and Larry's Markets and wholesalers including Wakefern Food Corp. and Spartan Stores are all pursuing Earth Day activities, helping to create the image of a stepped-up food industry commitment to the planet. Some companies are also tying in with suppliers for special programs.

"The 25th anniversary is really generating a tremendous amount of excitement throughout our markets," said Linda B. Smith, environmental affairs manager for H-E-B, San Antonio.

That, combined with the fact that this is H-E-B's 90th anniversary, has convinced the company to broaden the scope of its Earth Day activities this year, Smith said.

The chain will sponsor activities of nonprofit environmental groups in its largest marketing areas. These groups will lead events such as offering composting demonstrations and cleaning up lakes. In many other H-E-B markets, stores will develop their own activities.

"Many of the environmental projects we're involved with are grass roots types of projects that rise up from requests from our customers," Smith said. "All the nonprofits that do these types of things are in need of funding to make these things happen. As a large company, we have made a commitment to these grassroots projects."

In Co us Christi, Texas, for example, the company is sponsoring a parade to highlight water-use issues.

H-E-B will celebrate Earth Day chain-wide by handing out special shopping bags that read, "Every Day Is Earth Day at H-E-B." Advertising is scheduled for all markets, emphasizing the company's environmental commitment.

One retailer known for its environmentally conscious policies, Whole Foods Market, Austin, Texas, is sponsoring an environmental fair on Earth Day in the Austin area. The celebration begins with a race, followed by a lake cleanup.

"Then it moves to Waterloo Park, where there will be an Earth Day festival with a band, recycling displays, vendors showing literature on environmental products [and] organic foods," said Susie Blagdan, marketing director for Whole Foods' Austin area stores. "It's something we participated in last year but we have deepened our involvement this year."

Three local environmental groups spearheaded the event and are heavily promoting it. Whole Foods will help out by displaying posters in-store and slipping fliers about the event into customers' shopping bags.

Larry's Markets, Seattle, national recognition for its environmentally friendly practices, and this Earth Day it is further publicizing its programs and educating customers.

"We have a small display kiosk that has information about all the programs we've been involved in," said Brant Rogers, manager of environmental affairs for Larry's. The kiosks are mobile and are also stocked with informational brochures from nonprofit or governmental agencies. Larry's has a lot to publicize. Among recent honors are the Energy, Project of the Year award from the Association of Professional Energy Managers and the Project Team of the Year award from the Project Management Institute for pioneering a food waste composting project last year.

Larry's is also publicizing its programs in magazines and circulars and on shopping bags to further link them to Earth Day "It's just a way of communicating through a very mundane means so the customers can see their dollars are going to a company that's taking care of the environment," Rogers said.

Larry's has also developed a new twist on its bag reuse program. Shoppers will be given a newly designed heavy-duty plastic shopping bag made of 50% postconsumer recycled content from plastic milk jugs. The bags have a local child's artwork on one side along with recycling information. Each time customers reuse these bags, 4 cents is donated to the Teddy Bear Patrol, a local group that purchases toys to be given by police officers to young trauma victims. "What we've done is reduce waste by six or eight thousand bags a week," Rogers said. "We don't give out a bag that ends up in the trash." Also on time for Earth Day, the chain is looking forward to completing a prototype project with students in the University of Washington's environmental management master of business administration program. That project will measure the effectiveness of Larry's environmental management programs using full-cost accounting methods.

IGA, Chicago, is hoping to make its 1995 version of the Big Dig tree-planting campaign the biggest ever: Affiliated retailers are scheduled to plant some 1 million trees on Earth Day, according to IGA. The IGA program is sponsored by Coca-Cola USA, Atlanta, and Louisiana-Pacific Corp., a forest products company based in Portland, Ore.

Among retail groups deepening their involvement in the program is West Coast Grocery, Tacoma, Wash., a division of Supervalu, Minneapolis, said Steve Cole, IGA marketing manager at West Coast Grocery. He counted 27 IGA retailers participating in the group, up from 20 last year.

These 27 retailers, along with customer volunteers and local community groups, will plant some 8,500 trees in 15 different locations in Washington and Oregon. "Coke provided POP kits for each store that include signs and posters for inside the store, as well as a banner for the planting site," said Cole.

Erickson's Diversified Corp., Hudson, Wis., is also focusing efforts toward Earth Day. Each of the 17 stores owned by Erickson's has an Environment and Community Committee that is responsible for developing environmental programs for that store.

Some stores will be sponsoring seedling giveaways and store tours for local groups such as Boy Scout troops, said Emily Adair, director of environmental and community action for Erickson's. Others are planning to distribute paper shopping bags to local schools. Children draw or paint on the bags, which are then returned to the stores and given out to customers on Earth Day.

Suppliers such as Procter & Gamble are also getting into the act. "We're getting displays from some of our suppliers on packaging issues, showing how they're reducing packaging waste," she said.

The store is also planning a program to stress environmentally friendly gardening policies. "We want to plant a bunch of trees in front of a store -- do native landscaping or organic landscaping," she said. "We'll tie that project into Earth Day or maybe kick it off on Earth Day."

City Market, Grand Junction, Colo., a 38-unit division of Kroger Co., Cincinnati, is holding a Home Hazardous Waste and Recycling Material Campaign, according to Millie Steeves, recycling, reclamation and waste dimension manager at City Mark.

In the parking lot of a designated store, consumers can drop off motor oil, paints, batteries, fire extinguishers and other household waste products.

"And people can bring their recyclables," she said. "They're going to have a recycling trailer that's going to be accepting glass, tin cans, aluminum cans, cardboard and plastic milk jugs."

The week after Earth Day, City Market will hold its Trade for Shade celebration in honor of Clean Air Week. Consumers receive a small tree when they turn in a 3-foot-tall stack of newspapers. She said she expects about 50 companies, such as those that produce environmentally friendly products like clothing made of postconsumer recycled materials and reusable canvas shopping bags, to have booths or displays at the event.

"We're going to be having a celebration focusing on composting, saving trees and recycling newspapers, and there'll be a composting area to demonstrate to people how to do home composting and what to do with grass after raking it up," she said.

Steeves was recently elected vice president of Colorado Recycles, a nonprofit agency in Denver that encourages voluntary recycling. Steeves is the first woman to hold that position.

Spartan Stores, Grand Rapids, Mich., prepared an informational Earth Day packet for its retailers, providing them with different suggestions for the holiday, said Shari Steinbach, vice president of consumer affairs and public relations. Ideas include special grocery bag designs, a seedling giveaway and environmentally themed coloring contests for children.

"We said to them, 'We think this is important because of the anniversary, and if you'd like to let your shoppers know about it, here are some options for you,'" she said.

On Earth Day, a mall near Spartan's corporate headquarters will hold an environmental fair and Spartan will participate by sponsoring a coloring contest for children.

Steinbach plans to publicize her company's environmental efforts -- such as major recycling programs -- with promotional mailings.

"We're not one to blow our horn very much, but I thought it might be nice to do it in a nonadvertising way so people could see what we are doing," she said.

Steinbach writes a consumer education column that is provided to stores to run in their circulars. This year she is planning to write a special column addressing Earth Day.

Wakefern Food Corp., Elizabeth, N.J., has a roster of community-oriented programs planned around the environmental holiday.

"Earth Day will be tied in with a lot of the things in the supermarket that we do here as part of the business", said Tim Vogel, manager of the environmental affairs department at Wakefern. "We believe in working with the communities."

In conjunction with the New Jersey Food Council and the state Department of Environmental Protection, Wakefern is sponsoring the Clean Schools, Clean Communities effort. The cooperative provides some of the tools necessary for the cleanup of a park or a school playground, such as gloves, hats and snacks.

Wakefern is also producing a video to be distributed to junior high schools titled "The Next Generation's Guide to Protecting the Planet: Water Conservation."

"We're targeting junior high school kids so they can look at the video and realize where water comes from -- it doesn't just come out of the tap," Vogel said.

Wakefern also sponsors a team that competes in the World Series of Birding, an event held by the New Jersey Audubon Society. Teams collect pledges, then will by spotting the largest number of different species of birds within a given time frame. It is one of the largest national environmental fund-raising events, Vogel said.

Plumb's Valu-Rite Foods, a 15-unit chain based in Muskegon, Mich., will bring back its canvas shopping bags. Karen Vines, advertising manager, said the chain produced the bags about five years ago but discontinued them. "With the cost of paper rising, it's a really appropriate time to reintroduce them," she said.

Plumb's will also sponsor a children's coloring contest linked to Earth Day. Entries will be displayed in-store.

A number of other retailers contacted by SN do not have specific plans for Earth Day but are developing environmentally friendly policies as part of their day-to-day business.

Wegmans Food Markets, Rochester, N.Y., has been working with the New York State Department of Environmental Conservation, which has developed the Make Earth Choices -- Shop to Reduce Waste program specifically for intrastate supermarkets.

Since last November, Wegmans' private-label line has been displaying emblems on its packaging to notify consumers whether the product is recycled, recyclable or reusable.

The retailer is also displaying brochures in-store telling consumers which products -- both private label and national brand -- are environmentally friendly

"Wegmans is focused on educating people about the state's recycling emblems," said Jim Honan, an environmental program specialist with the DEC in Albany, N.Y. "They put signs up that we helped develop that say, 'Look for these emblems on products in-store.'"

A&P, Montvale, N.J., is a charter member of the recently formed Green Seal Environmental Partners Program, sponsored by the nonprofit environmental labeling organization Green Seal, Washington. Partners agree to buy products that have received the group's Green Seal of Approval, such as energy-efficient lightbulbs, recycled and chlorine-free paper and biodegradable nontoxic cleaning solutions.

"We expect our involvement with Green Seal to help us more fully analyze all of our purchasing guidelines with respect to the life cycle environmental impact of the things we buy and the suppliers who provide them," said Michael J. Rourke, senior vice president of A&P, in a statement from Green Seal.

COPYRIGHT 1995 Capital Cities Media Inc.

SPECIAL FEATURES: illustration; photograph
 INDUSTRY CODES/NAMES: FOOD Food, Beverages and Nutrition; RETL
 Retailing
 DESCRIPTORS: Supermarkets--Environmental policy; Earth Day--1995
 PRODUCT/INDUSTRY NAMES: 5411100 (Supermarkets)
 SIC CODES: 5411 Grocery stores
 FILE SEGMENT: TI File 148

... it doesn't just come out of the tap," Vogel said.

Wakefern also sponsors a **team** that **competes** in the World Series of Birding, an event held by the New Jersey Audubon Society...

...of birds within a given time frame. It is one of the largest national environmental **fund - raising** events, Vogel said.

Plumb's Valu-Rite Foods, a 15-unit chain based in Muskegon...

7/9,K/9 (Item 3 from file: 148)
 DIALOG(R) File 148:Gale Group Trade & Industry DB
 (c)2003 The Gale Group. All rts. reserv.

07752037 SUPPLIER NUMBER: 16687005 (THIS IS THE FULL TEXT)
SafeCard Services Inc. steps up to the tee with PGA TOUR Partners;
co-branded credit card among many program benefits.
 Business Wire, p03220125
 March 22, 1995
 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 702 LINE COUNT: 00076

TEXT:

CHEYENNE, Wyo.--(BUSINESS WIRE)--March 22, 1995--SafeCard Services Inc. (NYSE:SSI) Chairman and Chief Executive Officer Paul G. Kahn in conjunction with L. Phillip Humann, president of SunTrust Banks Inc. and Tim Finchem, commissioner of the PGA TOUR announced Wednesday the introduction of the new PGA TOUR Partners program.

Through a licensing agreement with the PGA TOUR, SafeCard has expanded the program to offer greater member benefits, including a TOUR CARD MasterCard.

"Our research indicates that golfers are very receptive to a membership program that meets their specific needs," said Kahn. "By combining our resources and dedication to customer service and marketing expertise, with the TOUR's access and insight to golf, and the financial backing from SunTrust Banks Inc., we are delighted to unveil a program for the betterment of golfers, the PGA TOUR, its fans and PGA TOUR Charities."

PGA TOUR Partners is the only program officially endorsed and offered by the PGA TOUR that gives golfers access to the TOUR, its players and tournaments. One of the most unique aspects of the new PGA TOUR Partners is a co-branded TOUR CARD MasterCard. The credit card, which carries no annual fee to PGA TOUR Partners members and can be used at more than 12 million locations worldwide, pictures the famed 17th hole island green at the TPC at Sawgrass.

"The key to success in the booming co-branded credit card market is to offer consumers a product with real benefits," said Humann. "Our affiliation with the PGA TOUR -- the most visible and reputable golf organization -- gives our co-branded credit card a unique edge in a very competitive industry."

To help support the PGA TOUR Partners, which was managed for the past three years by the PGA TOUR, SafeCard Services has scheduled a multi-million dollar media campaign which includes direct mail and print and television advertising. The advertising campaign primarily targets men ages 25-60+ and will appear in more than one dozen of the largest golf, sports, travel, business and men's magazines as well as on national cable television. Interested consumers are encouraged to call the PGA TOUR Partners hotline at 1-800-PGA TOUR for more information.

Some of the member benefits of PGA TOUR Partners include personalized PGA TOUR Partners bag tags, a full year subscription to ON TOUR magazine, access to play in Partners Classics Tournaments at some of the world's greatest courses, complimentary tickets to PGA TOUR or Senior PGA TOUR events, access to clinics hosted by PGA TOUR teaching pros, entry into the PGA TOUR Partners Golf Challenge, exclusive PGA TOUR videos and publications, access to knowledgeable travel planners and much more.

"With their marketing and customer service expertise, our new business partners are uniquely qualified to help the TOUR improve and grow this valuable program," said Finchem. "Since 1992 Partners has helped distribute more than \$7 million to charity, a trend that will continue and grow as a direct result of this effort."

PGA TOUR Partners was created in 1992 by the PGA TOUR to provide TOUR access to golfers and fans and raise money for the **Team Charities Competition**. The program is now being managed and marketed by SafeCard through a licensing agreement with PGA TOUR Inc., Ponte Vedra Beach, Fla. The TOUR CARD is being issued by SunTrust Banks Inc., Atlanta.

SafeCard Services is an information based services company that delivers added value offerings to identifiable high growth markets and serves over 13 million customers in cooperation with more than 150 credit card issuers. -0-

1995 PGA TOUR PARTNERS
FACT SHEET

PGA TOUR Partners offers benefit packages appealing to all golfers and fans. At each membership level, Partners receive the benefits from the Partners Package and more.

PGA TOUR Partners Package (\$25)

- TOUR CARD MasterCard
- ON TOUR magazine (10 issues)
- One (1) PGA TOUR/Senior PGA TOUR one-day tournament pass
- Personalized PGA TOUR Partners bag tag
- Eligibility to play in Partners Classics tournaments
- Directory of services available through PGA TOUR Partners and the TOUR CARD

Front Row Gallery Package (\$55)

- PGA TOUR Partners Package plus:
- Two (2) PGA TOUR/Senior PGA TOUR one-day tournament passes
- Entry in the PGA TOUR Partners Challenge (fantasy golf competition)
- PGA TOUR Viewers Guide featuring PGA TOUR schedule, event background and detailed course maps
- Unique PGA TOUR video not available anywhere else

Tour & Travel Package (\$75)

- PGA TOUR Partners Package plus:
- Personalized travel service to plan customized golf trips
- Entry in the PGA TOUR Partners Challenge (fantasy golf competition)
- Two PGA TOUR luggage tags and personalized brass PGA TOUR Partners bag tags
- Access to a toll-free course location service

Professional Package (\$100)

- PGA TOUR Partners Package plus:
- Invitations to teaching clinics from touring professionals
- Entry in the PGA TOUR Partners Challenge (fantasy golf competition)
- Access to play select PGA TOUR tournament courses
- Opportunity to play in Pro-Am tournaments
- PGA TOUR Partners Insider Newsletter featuring:
 - Instructional tips from touring pros
 - Starting time availability at exclusive courses
 - Pro-Am and Partners Classics availability
 - Upcoming PGA TOUR and Partners events
- Exclusive PGA TOUR video

CONTACT: SafeCard Services Inc., Ponte Vedra Beach, Fla.
Holly Anderson, SVP/Corporate Communications,
904/928-1784

or

Bill Lackey, VP/Investor Relations, 904/928-1836

COPYRIGHT 1995 Business Wire

COMPANY NAMES: Safecard Services Inc.--Services

INDUSTRY CODES/NAMES: BUS Business, General

DESCRIPTORS: Professional Golfers' Association--Contracts; Services industry--Services

PRODUCT/INDUSTRY NAMES: 6020008 (Bank Credit Cards); 6141000 (Nonbank Credit Card Firms)

SIC CODES: 6020 Commercial Banks; 6141 Personal credit institutions

TICKER SYMBOLS: SSI

FILE SEGMENT: NW File 649

... PGA TOUR to provide TOUR access to golfers and fans and raise money for the **Team Charities Competition**. The program is now being managed and marketed by SafeCard through a licensing agreement with...

7/9,K/10 (Item 4 from file: 148)
DIALOG(R) File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07167576 SUPPLIER NUMBER: 14776180 (THIS IS THE FULL TEXT)

SHELL HOUSTON OPEN CHARITY MASTER PLAN

PR Newswire, p0203NY107

Feb 3, 1994

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 611 LINE COUNT: 00050

TEXT:

HOUSTON, Feb. 3 /PRNewswire/ -- Today representatives from Shell Oil Company, The Woodlands Corporation and the Houston Golf Association unveiled a master plan to significantly boost the six-figure donation generated for local charities from the proceeds of Houston's PGA Tour event -- The Shell Houston Open.

To solidify the foundation of this plan, Shell Oil Company also renewed its commitment to the Houston Golf Association, extending its title sponsorship agreement three years through 1997.

Phil Carroll, president and chief executive officer of Shell Oil Company, and George Mitchell, chairman of the board of Mitchell Energy and Development Corporation, asked that corporate Houston recognize the amount of good the Houston Golf Association has done with the proceeds of its professional golf tournament. Last year, despite weather delays, the tournament produced a record \$500,000 gift for local youth-oriented charities.

The new master plan would directly involve others in the Houston corporate community with the tournament, allowing Houston businesses to optimize entertainment and exposure expenditures while helping the community by generating thousands for local youth-oriented charities.

A Chance for Our Children, the theme for the 1994 tournament, highlights the tournament's charities, all of which benefit needy Houston-area children.

"The 1994 Shell Houston Open will truly be A Chance for Our Children," said Carroll. "We believe by involving other Houston corporations and community leaders in the tournament we can make an even stronger charitable contribution that will benefit many more deserving children in the Houston Area. We are proud to be a part of this very caring and community-minded partnership."

"I'm very pleased that Shell has extended its sponsorship commitment for three years," Mitchell said. "They are great people to work with as we implement this master plan to make the charity contribution equal to or greater than the prize money."

"Those of us associated with The Woodlands are committed to helping maintain the Shell Houston Open as a top-notch tour event, and reaching our new goals on charitable contributions," Mitchell said.

One of the new packages featured in the master plan is called Charity Partners. This package features a \$25,000 gift direct to a benefiting charity. Charity Partners will be recognized at a black tie fund-raiser scheduled October 8. The Fall Charity Gala will also serve as a platform to announce the proceeds from the 1994 Shell Houston Open.

"Not enough people realize the volunteers that comprise Houston Golf Association and our many local sponsors have teamed to produce more than \$3.8 million for local benefiting charities since 1975," said Ken Stockton, a Houston business executive who donates his time to serve as president of the Houston Golf Association. "This master plan will call attention to those accomplishments and hopefully allow us to substantially increase our annual charitable gift through more involvement by Houston businesses."

Shell Oil and the Houston Golf Association officials also announced that an additional \$100,000 has been distributed to Houston-area charities through the Shell Houston Open's participation in the PGA Tour Team

Charity **competition** . This amount was in addition to the half- million dollar gift.

The 1994 Shell Houston Open will be played the week of April 25 through May 1 on the Tournament Players Course at The Woodlands.

-0- 2/3/94

/CONTACT: Kitty Borah or Dee Dee Taylor of Shell Oil Company, . 713-241-4544; or Burt Darden of HGA, 713-367-7999/

CO: Shell Oil; Houston Golf Association ST: Texas IN: OIL SU:

TM-LP -- NY107 -- 9512 02/03/94 17:30 EST

COPYRIGHT 1994 PR Newswire

COMPANY NAMES: Shell Oil Co.--Contributions, gifts, etc.; Woodlands Corp. --Contributions, gifts, etc.

INDUSTRY CODES/NAMES: BUS Business, General

DESCRIPTORS: Petroleum industry--Contributions, gifts, etc.

PRODUCT/INDUSTRY NAMES: 2910000 (Petroleum)

SIC CODES: 2911 Petroleum refining; 1311 Crude petroleum and natural gas; 6552 Subdividers and developers, not elsewhere classified; 2900

PETROLEUM AND COAL PRODUCTS

FILE SEGMENT: NW File 649

... Association officials also announced that an additional \$100,000 has been distributed to Houston-area **charities** through the Shell Houston Open's participation in the PGA Tour **Team Charity competition** . This amount was in addition to the half- million dollar gift.

The 1994 Shell Houston...

7/9,K/11 (Item 5 from file: 148)

DIALOG(R) File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

06386131 SUPPLIER NUMBER: 13471583 (THIS IS THE FULL TEXT)

State's only PGA stop takes on the masters of golf: golf officials say \$300,000 event can still attract pros. (Deposit Guaranty Golf Classic in Hattiesburg, Mississippi; Professional Golfers' Association) (includes related article) (Focus: Business of Golf)

Young, Linda

Mississippi Business Journal, v15, n4, p16(1)

Jan 25, 1993

ISSN: 0195-0002

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1429

LINE COUNT: 00108

TEXT:

Mississippi's only PGA golf tournament brings tens of thousands of spectators to Hattiesburg each spring hoping to see rising stars destined to take leading positions in world-class tournaments.

Many say the Deposit Guaranty Golf Classic is where you can catch a glimpse at the next Paul Azinger, Payne Stewart or John Daley before they reach a prominent position in the tour and receive a personal invitation to the Masters Tournament in Augusta, Ga., the following year.

But if you're hoping to see both the green players at the Hattiesburg Country Club and the select Masters group, you'll have to warm up your VCR. This year, as with every year, the Deposit Guaranty Golf Classic will be played opposite the Masters Tournament.

Scheduling against the esteemed tournament has become routine for the classic's executive director.

Robert Morgan, director from the event's inception, said when the tournament began in 1968, it offered a \$20,000 purse and played opposite the Fort Worth Colonial Invitational. Twenty-five years later, the purse has grown and so have the crowds that stream into the town of just over 40,000 people.

The conflicting schedule does not put a damper on the Mississippi tournament, according to some golfers. Instead, it provides an alternative

to the PGA golfers left out of the invitation-only tournament in Georgia.

Alvin Newell Jr., executive director for the Southern Journal of Golf, said Mississippi's only PGA tournament gives tournament card carrying PGA players not playing in the Masters a chance to establish themselves in the tour.

"We've seen great players come from the Deposit Guaranty Golf Classic," Newell said. "The greats of the game have all played Hattiesburg Country Club. You would hate to call it a training ground, but it's a PGA tour that guys carrying PGA cards can go and play and get a win under their belt."

Of the 200 or so players on tour, only about 75 are chosen to play in the Masters Tournament. That leaves well over half of touring PGA players with a free weekend and a shot at this year's \$300,000 purse in Hattiesburg.

Morgan said out of 45 tour events, about half offer a \$1 million or over purse. Although the Hattiesburg tournament, operating in 1993 with a \$525,000 budget, has the smallest purse on the tour, it has been successful at attracting those players because of the timing and location of the event. The weekend before the April tournament, players compete in New Orleans. Those who don't go on to Georgia, can stop in Hattiesburg.

Morgan said last year, 120 tour players competed in the tournament who otherwise would not have had a place to play. And while Deposit Guaranty cannot draw the "marquee players," Morgan said he does not have any unrealistic expectations about the tournament.

"We've been fortunate to have players go on even in the same year to great championships," he said, recalling Nick Faldo's British Open win quickly following the Hattiesburg tournament. "We've had some of the best."

"The Deposit Guaranty Classic, being a \$300,000 event, that's by no means the richest purse on the tour," Newell said. "But being played opposite the Masters, there are still boys out there looking for that \$52,000 pay check."

Newell said because the Deposit Guaranty Classic is played opposite the Masters, attendance is not on par with million-dollar events like the ones New Orleans and Memphis host. Also, top money winners are at the Masters.

If the tournament was played at a different time, more than the 25,000 to 30,000 people would attend, Newell said, but a bigger purse would be demanded.

"You can always tape the Masters," Newell said. "But you can't see these rising stars anywhere else in Mississippi ... If you want to see the future stars of the PGA tour, there they are. The future stars of the PGA tour are at the Deposit Guaranty Classic."

Unfortunately, national television coverage is not there. However, the tournament gets local coverage and is picked up by networks updating Masters viewers of the Hattiesburg event. Newell said national golf magazines also keep tabs on the classic along with other PGA tour stops.

Tom Tatnall, director of golf at Northbay Country Club, said he doesn't think the classic's timing is a detriment to the tournament.

"I think you start off with the fact that the Masters is an institution and all people are interested in it," Tatnall said. "People recognize that the Deposit Guaranty Classic has brought top-level national golf to Mississippi, giving people (the opportunity) to see many of the stars of the future."

It's seeing those future stars that influenced the timing in the beginning, according to Robbie Webb, PGA golf pro at the Canton Country Club.

"That's a real attribute," Webb said. "That's the reason it was started. That's a definite attribute to have the tour at that date."

This year, the champion tournament begins April 8 and wraps up April 11. During that time more people will visit the Hub city than for any other sporting event all year, according to Area Development Partnership Executive Director David Rumbarger.

"It's our largest sporting event money maker for the community," Rumbarger said.

A detailed study of the classic's economic impact on the area has not been made, Rumbarger said. This year, however, the association will try to determine exactly how much money is left in the community by golf travellers.

Morgan estimated that golfers and spectators spend \$2 million each spring in Hattiesburg on hotel rooms, restaurants and other hospitality businesses. In addition, the classic donates part of the proceeds to charity.

"One of the aspects of our tournament ... is being part of the charity **team competition** . Friday we finished distributing \$40,000 to over 22 different Mississippi **charities** ," Morgan said.

In the last seven years with the program, he said the event has donated \$287,000 to over 30 Mississippi charities.

"For us, the Southeast Mississippi area, it's a tremendous showcase for an event," he said. "It helps raise the quality of life."

The tournament is also used as an economic development tool for the area.

Rumbarger said he will target some business and retirement publications, such as The Wall Street Journal and Modern Maturity, for coverage of the event by inviting writers to the classic.

He hopes the coverage will break any negative stereotypes of the area and introduce the community to relocating or new businesses.

Should the state's PGA event be rescheduled?

Some suggest hiking purse from \$300,000 to \$400,000

Deposit Guaranty's Golf Classic has played second fiddle to invitation-only tournaments for the last 25 years, and Mississippi's only PGA tournament is not expected to move up to first chair any time soon.

According to Robert Morgan, executive director of the tour, having an event open to PGA players not invited to bigger tournaments is an important aspect of the game.

In limited fields, many PGA golfers are left out. And with only 52 weekends in a year, scheduling is tight for the 45 slated tournaments.

"If it's an invitational field such as the Masters ... then the (PGA) tour sometimes will schedule an event opposite those events," he said.

That way, all of 214 players on tour this year with PGA credentials will have the opportunity to participate in some tournament, he said.

So far, Morgan said, changing the date of the Hattiesburg event has not been considered.

"This part of the year is good for Mississippi," he said. "Weather is good. It kicks off the golf season. We're in an area where you can play a tournament in April. As far as the schedule is concerned, it is ideal."

In the future, Morgan said, he hopes at some point to raise the purse to \$400,000 if the move is advantageous to the tournament.

"Our main concern about looking at anything is what we can best do to put on the best pro tournament we can and make our sponsors happiest," he said.

A major portion of the tournament's \$525,000 budget is raised from sponsors. This year, Morgan said, 75 percent of planned spots were sold out in June, and all had been reserved by mid January.

COPYRIGHT 1993 Venture Publications

SPECIAL FEATURES: illustration; cartoon

INDUSTRY CODES/NAMES: REG Business, Regional

DESCRIPTORS: Professional Golfers' Association--Competitions; Golf--Competitions; Sports--Economic aspects; Hattiesburg, Mississippi--Recreational aspects

SIC CODES: 7999 Amusement and recreation, not elsewhere classified; 7941 Sports clubs, managers, & promoters

FILE SEGMENT: TI File 148

... to charity.

"One of the aspects of our tournament ... is being part of the charity **team competition** . Friday we finished distributing \$40,000 to over 22 different Mississippi **charities** ," Morgan said.

In the last seven years with the program, he said the event has...

7/9,K/12 (Item 6 from file: 148)

DIALOG(R) File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05780777 SUPPLIER NUMBER: 11963111 (THIS IS THE FULL TEXT)
**30 UNIVERSITY REPRESENTATIVES CHOSEN FOR FORD HYBRID ELECTRIC VEHICLE
CHALLENGE MEET AT DEARBORN CEREMONY WITH FORD, DOE OFFICIALS**
PR Newswire, 0228A3829
Feb 28, 1992
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 414 LINE COUNT: 00036

TEXT:

30 UNIVERSITY REPRESENTATIVES CHOSEN FOR FORD HYBRID ELECTRIC VEHICLE
CHALLENGE MEET AT DEARBORN CEREMONY WITH FORD, DOE OFFICIALS

Members of the media are invited to attend the official presentations of seed money to student representatives of each of the 30 colleges and universities selected to participate in the Ford Hybrid Electric Vehicle (HEV) Challenge.

Details of the ceremony are as follows:

WHAT: An official presentation of seed money in the form of a symbolic \$10,000 check or symbolic keys to a 1992 Ford Escort Wagon presented by Ford and DOE officials to representatives of the 30 colleges and universities selected to participate in the Ford Hybrid Electric Vehicle Challenge.

WHERE: Hubbard Foyer, Hyatt Regency Hotel, Dearborn

WHEN: Saturday, Feb. 29, 5:15-6:30 p.m.

WHO:

Presenters - Allan D. Gilmour, President - Ford Automotive Group;
Albert A. Chesnes, Deputy Assistant Secretary for Transportation
Technologies, U.S. Department of Energy

Host - Dr. John P. McTague, Ford Vice President - Technical Affairs
Student and faculty representatives from each college or university will accept the symbolic check or symbolic key.

MEDIA OPPORTUNITIES:

Student and faculty advisers involved in the Challenge will be available for interviews.

Opportunities for photos of students receiving awards from Gilmour and Chesnes.

BACKGROUND: 30 college teams from throughout North America have been selected from more than twice as many applicants to participate in the Ford Hybrid Electric Vehicle Challenge.

Four Michigan teams are among those selected: Lawrence Technological University, Michigan State University, Jordon College Energy Institute (Comstock Park), and Wayne State University.

The HEV Challenge is a cooperative effort between industry and government to involve college students in an exciting contest to design, build, and test a practical hybrid electric vehicle. The contest will be held in Dearborn in June of 1993.

The Ford HEV Challenge Workshop '92 (Feb. 28 - March 1, 1992, Hyatt Regency, Dearborn) will kick off this 16-month **competition** by providing each participating **team** with information on the Hybrid Electric Vehicle Challenge, hybrid electric vehicle technology and engineering, introducing students to Ford, DOE, and SAE representatives, and conveying program management techniques and **fund - raising** strategies.

The highlight of Saturday's activities will be the official presentations of seed money.

CONTACT: Beryl Goldsweig of Ford, 313-337-2456.

-0- 2/28/92

(F) CO: Ford Motor Company; U.S. Department of Energy;
Society of Automotive Engineers ST: Michigan IN: AUT SU:

ML -- DE032 -- 3829 02/28/92 15:32 EST
COPYRIGHT 1992 PR Newswire

COMPANY NAMES: Ford Motor Co.--Public relations
INDUSTRY CODES/NAMES: BUS Business, General
DESCRIPTORS: United States. Department of Energy--Public relations;
Automobile industry--Public relations; Universities and colleges--
Competitions; Truck industry--Public relations
SIC CODES: 3711 Motor vehicles and car bodies; 3714 Motor vehicle parts
and accessories; 8221 Colleges and universities
TICKER SYMBOLS: F
FILE SEGMENT: NW File 649

... 92 (Feb. 28 - March 1, 1992, Hyatt Regency, Dearborn) will kick off this 16-month **competition** by providing each participating **team** with information on the Hybrid Electric Vehicle Challenge, hybrid electric vehicle technology and engineering, introducing students to Ford, DOE, and SAE representatives, and conveying program management techniques and **fund-raising** strategies.

The highlight of Saturday's activities will be the official presentations of seed money...

7/9,K/13 (Item 7 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

04570619 SUPPLIER NUMBER: 08506662 (THIS IS THE FULL TEXT)
Seventy-eight schools qualify for 1990 Texaco Star National Academic Championship. (includes list of schools)
PR Newswire, 0604NY053
June 4, 1990
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 585 LINE COUNT: 00109

TEXT:

SEVENTY-EIGHT SCHOOLS QUALIFY FOR 1990
TEXACO STAR NATIONAL ACADEMIC CHAMPIONSHIP
HOUSTON, June 4 /PRNewswire/ -- Some of the country's brightest high school students will journey to Houston in their quest for \$75,000 in scholarships from the Texaco Foundation to be awarded in the 1990 Texaco Star National Academic Championship.

Seventy-eight high schools, representing 33 states and the U.S. Virgin Islands, have registered for the third annual Texaco Star National Academic Championship to be held June 9 through 15 at Rice University in Houston.

The competition is designed to draw public attention to the need for academic excellence and to recognize some of the brightest high school students in the country.

The competition, which has drawn an estimated 600 students, matches four-person student teams against each other in a test of knowledge and quick-thinking skills in subjects such as algebra, trigonometry, literature, physics, music, art, geography, current events and history. Registered teams have won a local tournament to qualify for participation in the national championship.

James L. Dunlap, president of Texaco U.S.A., commented: "The Texaco Star Academic Championship reflects the growing commitment to quality education in the United States. Its goal is to raise the public's awareness of the importance of high academic standards by giving academically gifted students opportunities for recognition and by providing educational incentives to students who pursue academic excellence."

The teams are playing for scholarships totaling \$7,500 from the Texaco Foundation, with the winning team receiving \$5,000 to be divided among team members and the second-place team sharing \$2,500. Additionally,

the Texaco Foundation will establish a permanent scholarship fund of \$45,000 at the school of the winning team and \$22,500 at the school of the second-place team to be administered by the schools for the benefit of deserving students.

Members of both teams also will receive gold "Super Bowl style" championship rings designed especially for them.

Championship team members also will each receive an AT&T personal computer.

Texaco and Rice University co-sponsor the event and provide room, board and entertainment for each team for the week-long competition. Participating sponsors include Entertainment One, Jack-in-the-Box, Star Enterprise, Warner Cable and Whataburger Restaurant. Many teams also participate in various fund-raising activities to help defray miscellaneous expenses.

Quarterfinal, semifinal and final matches in the 1990 Texaco Star National Academic Championship will be broadcast nationally on the Discovery Channel eight consecutive weeks, beginning Saturday, July 7, and continuing every Thursday and Saturday through Aug. 30.

Following are the 78 schools qualified for the 1990 Texaco Star National Academic Championship:

- | | |
|--|---------------------------------|
| 1. Alamosa High School | Alamosa, Colo. |
| 2. Alex I. du Pont High School | Greenville, Del. |
| 3. Ankeny High School | Ankeny, Iowa |
| 4. Antilles School | St. Thomas, U.S. Virgin Islands |
| 5. Bellaire High School | Bellaire, Texas |
| 6. Booker T. Washington High School | Tulsa, Okla. |
| 7. Brazoswood High School | Clute, Texas |
| 8. Broken Arrow Senior High School | Broken Arrow, Okla. |
| 9. Brother Martin High School | New Orleans |
| 10. Camden High School | Camden, Ark. |
| 11. Carl Junction High School | Carl Junction, Mo. |
| 12. Central High School | Breese, Ill. |
| 13. Cleveland High School | Cleveland, Tenn. |
| 14. Clinton High School | Clinton, S.C. |
| 15. Denton High School | Denton, Texas |
| 16. Detroit Catholic Central High School | Redford, Mich. |
| 17. E.D. White Catholic High School | Thibodaux, La. |
| 18. Edmonson County High School | Brownsville, Ky. |
| 19. Eisenhower High School | Washington, Mich. |
| 20. Eleanor Roosevelt High School | Greenbelt, Md. |
| 21. Elmira Free Academy | Elmira, N.Y. |
| 22. Garfield Heights High School | Garfield Heights, Ohio |
| 23. Granville High School | Granville, Ohio |
| 24. Grimsley High School | Greensboro, N.C. |
| 25. Hobbs High School | Hobbs, N.M. |
| 26. Illinois Math and Science Academy | Aurora, Ill. |
| 27. Indian Springs School | Helena, Ala. |
| 28. Irmo High School | Columbia, S.C. |
| 29. Isabel High School | Isabel, S.D. |
| 30. Ithaca High School | Ithaca, N.Y. |
| 31. J.M. Hanks High School | El Paso, Texas |
| 32. James Island High School | Charleston, S.C. |
| 33. Jefferson High School | Port Arthur, Texas |
| 34. Joliet West High School | Joliet, Ill. |
| 35. Lake Michigan Catholic High School | St. Joseph, Mich. |
| 36. Lincoln High School | Tallahassee, Fla. |
| 37. Madison-Ridgeland High School | Madison, Miss. |
| 38. Marist School | Atlanta |
| 39. McAlester High School | McAlester, Okla. |
| 40. Memorial High School | Tulsa, Okla. |
| 41. Millburn High School | Millburn, N.J. |
| 42. Morris High School | Morris, Minn. |

43. Needham High School	Needham, Mass.
44. New Milford High School	New Milford, Conn.
45. Newton High School	Newton, Ill.
46. North Medford High School	Medford, Ore.
47. Northside High School	Atlanta
48. Oblong High School	Oblong, Ill.
49. Paul M. Dorman High School	Spartanburg, S.C.
50. Plano High School, C/O Plano I.S.D.	Plano, Texas
51. Ridgewood High School	Ridgewood, N.J.
52. Riverside Poly High School	Riverside, Calif.
53. Ruston High School	Ruston, La.
54. Savannah Country Day School	Savannah, Ga.
55. Seaholm High School	Birmingham, Mich.
56. Sierra Grande High School	Blanco, Colo.
57. Sissonville High School	Charleston, W.Va.
58. Smithfield-Selma High School	Smithfield, N.C.
59. South Mecklenburg High School	Charlotte, N.C.
60. St. Anne's-Belfield School	Charlottesville, Va.
61. St. Elmo High School	St. Elmo, Ill.
62. St. John's High School	Toledo, Ohio
63. St. John's Preparatory School	Danvers, Mass.
64. St. Joseph's High School	South Bend, Ind.
65. St. Mary's High School	St. Marys, W.Va.
66. St. Thomas Academy	St. Paul, Minn.
67. Stratford High School	Goose Creek, S.C.
68. Stroudsburg High School	Stroudsburg, Pa.
69. Sullivan High School	Sullivan, Ill.
70. Temple High School	Temple, Texas
71. The Collegiate Schools	Richmond, Va.
72. Torrey Pines High School	San Diego, Calif.
73. Walton High School	Marietta, Ga.
74. Wellington School	Columbus, Ohio
75. Wesson High School	Wesson, Miss.
76. West Orange-Stark High School	Orange, Texas
77. White Cloud High School	White Cloud, Mich.
78. White Plains High School	White Plains, N.Y.
-0-	6/4/90

/CONTACT: Paul Weeditz of Texaco, 713-752-6475, or the Rice University Press Room (June 9-13), 713-285-5466, or Lee Green of Read-Poland, 713-622-5040, for the National Academic Championship/ CK -- NY053 -- 4834 06/04/90 12:13 EDT

COPYRIGHT 1990 PR Newswire

COMPANY NAMES: Texaco Inc.--Public relations
 INDUSTRY CODES/NAMES: BUS Business, General
 DESCRIPTORS: Texaco Star National Academic Championship--Public relations
 ; Petroleum industry--Public relations
 SIC CODES: 1311 Crude petroleum and natural gas
 TICKER SYMBOLS: TX
 FILE SEGMENT: NW File 649

... and Rice University co-sponsor the event and provide room, board and entertainment for each **team** for the week-long **competition**. Participating sponsors include Entertainment One, Jack-in-the-Box, Star Enterprise, Warner Cable and Whataburger Restaurant. Many teams also participate in various **fund - raising** activities to help defray miscellaneous expenses.

Quarterfinal, semifinal and final matches in the 1990 Texaco...

7/9,K/14 (Item 8 from file: 148)
 DIALOG(R)File 148:Gale Group Trade & Industry DB
 (c)2003 The Gale Group. All rts. reserv.

04561172 SUPPLIER NUMBER: 08466708 (THIS IS THE FULL TEXT)
**Seven new schools qualify for 1990 Texaco Star National Academic
Championship. (includes list of qualifying schools)**
PR Newswire, 0523SF006
May 23, 1990
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 584 LINE COUNT: 00097

TEXT:

SEVEN NEW SCHOOLS QUALIFY FOR 1990 TEXACO STAR NATIONAL
ACADEMIC CHAMPIONSHIP

HOUSTON, May 23 /PRNewswire/ -- Some of the country's brightest high school students will journey to Houston in their quest for \$75,000 in scholarships from the Texaco Foundation to be awarded in the 1990 Texaco Star National Academic Championship.

Seven additional high schools, for a total of 64 schools representing 32 states and the U.S. Virgin Islands, have registered for the third annual Texaco Star National Academic Championship to be held June 9 through 15 at Rice University in Houston.

The competition is designed to draw public attention to the need for academic excellence and to recognize some of the brightest high school students in the country.

The competition, which is expected to draw an estimated 600 students from 80 academic teams nationwide, matches four-person student teams against each other in a test of knowledge and quick thinking skills in subjects such as algebra, trigonometry, literature, physics, music, art, geography, current events and history. Registered teams have won a local tournament to qualify for participation in the national championship.

James L. Dunlap, president of Texaco U.S.A., commented: "The Texaco Star Academic Championship reflects the growing commitment to quality education in the United States. Its goal is to raise the public's awareness of the importance of high academic standards by giving academically gifted students opportunities for recognition and by providing educational incentives to students who pursue academic excellence."

The teams are playing for scholarships totaling \$7,500 from the Texaco Foundation, with the winning team receiving \$5,000 to be divided among team members and the second-place team sharing \$2,500. Additionally, the Texaco Foundation will establish a permanent scholarship fund of \$45,000 at the school of the winning team and \$22,500 at the school of the second-place team to be administered by the schools for the benefit of deserving students.

Members of both teams also will receive gold "Super Bowl style" championship rings designed especially for them.

Championship team members also will each receive an AT&T personal computer.

Texaco and Rice University co-sponsor the event and provide room, board and entertainment for each team for the week-long competition. Participating sponsors include Entertainment One, Jack-in-the-Box, Star Enterprise, Warner Cable and WhataBurger Restaurant. Many teams also participate in various fund-raising activities to help defray miscellaneous expenses.

Quarterfinal, semifinal and final matches in the 1990 Texaco Star National Academic Championship will be broadcast nationally on The Discovery Channel eight consecutive weeks, beginning Saturday, July 7, and continuing every Thursday and Saturday through August 30.

Sixty-Four Schools Qualify for the Texaco Star National Academic
Championship

- | | |
|-------------------------------------|---------------------|
| 1. Alamosa High School | Alamosa, Colo. |
| 2. Ankeny High School | Ankeny, Iowa |
| 3. Bellaire High School | Bellaire, Texas |
| 4. Booker T. Washington High School | Tulsa, Okla. |
| 5. Broken Arrow Senior High School | Broken Arrow, Okla. |
| 6. Camden High School | Camden, Ark. |
| 7. Carl Junction High School | Carl Junction, Mo. |

- | | |
|---|-----------------------------|
| 8. Central High School | Breese, Ill. |
| 9. Cleveland High School | Cleveland, Tenn. |
| 10. Denton High School | Denton, Texas |
| 11. Detroit Catholic Central High School | Redford, Mich. |
| 12. E.D. White Catholic High School | Thibodaux, La. |
| 13. Edmonson County High School | Brownsville, Ky. |
| 14. Eleanor Roosevelt High School | Greenbelt, Md. |
| 15. Elmira Free Academy (i) | Elmira, N.Y. |
| 16. Federation of Teacher/Antilles School St. | Thomas, U.S. Virgin Islands |
| 17. Granville High School | Granville, Ohio |
| 18. Grimsley High School (i) | Greensboro, N.C. |
| 19. Hobbs High School | Hobbs, N.M. |
| 20. Illinois Math and Science Academy | Aurora, Ill. |
| 21. Indian Springs School | Helena, Ala. |
| 22. Irmo High School | Columbia, S.C. |
| 23. Isabel High School | Isabel, S.D. |
| 24. Ithaca High School (i) | Ithaca, N.Y. |
| 25. J.M. Hanks High School | El Paso, Texas |
| 26. Jefferson High School | Port Arthur, Texas |
| 27. Joliet West High School | Joliet, Ill. |
| 28. Lake Michigan Catholic High School | St. Joseph, Mich. |
| 29. Lincoln High School | Tallahassee, Fla. |
| 30. Madison-Ridgeland High School | Madison, Miss. |
| 31. Marist School | Atlanta, Ga. |
| 32. McAlester High School | McAlester, Okla. |
| 33. Memorial High School | Tulsa, Okla. |
| 34. Millburn High School | Millburn, N.J. |
| 35. Morris High School | Morris, Minn. |
| 36. Needham High School (i) | Needham, Mass. |
| 37. Newton High School | Newton, Ill. |
| 38. Oblong High School | Oblong, Ill. |
| 39. Paul M. Dorman High School | Spartanburg, S.C. |
| 40. Plano High School, C/O Plano I.S.D. | Plano, Texas |
| 41. Ridgewood High School | Ridgewood, N.J. |
| 42. Riverside Poly High School | Riverside, Calif. |
| 43. Ruston High School | Ruston, La. |
| 44. Savannah Country Day School | Savannah, Ga. |
| 45. Seaholm High School | Birmingham, Mich. |
| 46. Sissonville High School | Charleston, W.Va. |
| 47. Smithfield-Selma High School | Smithfield, N.C. |
| 48. South Mecklenburg High School | Charlotte, N.C. |
| 49. St. Anne's-Belfield School | Charlottesville, Va. |
| 50. St. Elmo High School | St. Elmo, Ill. |
| 51. St. John's High School | Toledo, Ohio |
| 52. St. John's Preparatory School (i) | Danvers, Mass. |
| 53. St. Mary's High School | St. Marys, W.Va. |
| 54. St. Thomas Academy (i) | St. Paul, Minn. |
| 55. Stratford High School | Goose Creek, S.C. |
| 56. Stroudsburg High School | Stroudsburg, Pa. |
| 57. Sullivan High School | Sullivan, Ill. |
| 58. Temple High School | Temple, Texas |
| 59. The Collegiate Schools | Richmond, Va. |
| 60. Torrey Pines High School (i) | San Diego, Calif. |
| 61. Walton High School | Marietta, Ga. |
| 62. Wesson High School | Wesson, Miss. |
| 63. West Orange-Stark High School | Orange, Texas |
| 64. White Cloud High School | White Cloud, Mich. |

(i) New Schools

-0- 5/23/90

/CONTACT: Lee Green of Read-Poland for Texaco U.S.A., 713-622-5040,
or Paul Weeditz of Texaco U.S.A., 713-752-6475/ CO: Texaco U.S.A. ST: Texas
IN: OIL SU: FC -- SF006 -- 1500 05/23/90 15:28 EDT

COPYRIGHT 1990 PR Newswire

COMPANY NAMES: Texaco U.S.A.--Achievements and awards
 INDUSTRY CODES/NAMES: BUS Business, General
 DESCRIPTORS: Texaco Philanthropic Foundation--Scholarships and
 fellowships; Petroleum industry--Social policy; High school students--
 Scholarships and fellowships
 SIC CODES: 1311 Crude petroleum and natural gas
 FILE SEGMENT: NW File 649

... and Rice University co-sponsor the event and provide room, board
 and entertainment for each **team** for the week-long **competition** .
 Participating sponsors include Entertainment One, Jack-in-the-Box, Star
 Enterprise, Warner Cable and WhataBurger Restaurant. Many teams also
 participate in various **fund - raising** activities to help defray
 miscellaneous expenses.

Quarterfinal, semifinal and final matches in the 1990 Texaco...

7/9,K/15 (Item 9 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
 (c)2003 The Gale Group. All rts. reserv.

04555997 SUPPLIER NUMBER: 08426198 (THIS IS THE FULL TEXT)
West Coast vindicated in second Computer Bowl. (trivia game for TV)
 MacWEEK, v4, n18, p87(1)
 May 8, 1990
 ISSN: 0892-8118 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
 WORD COUNT: 164 LINE COUNT: 00012

TEXT:

West Coast vindicated in second Computer Bowl
 Boston -- The West Coast team came from behind to best the defending
 champs from the East by a score of 300-290 in a sudden-death playoff at
 last week's annual Computer Bowl, which was first held last year. The
 computer-trivia competition was staged as a **fund - raising** event for the
 Boston Computer Museum. Venture capitalist John Doerr led the winning West
 Coast team, backed by Microsoft Corp. CEO Bill Gates; Larry Tesler, head of
 Apple's Advanced Technology Group; journalist Stewart Alsop II; and Charles
 House of Hewlett-Packard Co. "Turncoast" Mitch Kapor, who last year led the
 East to victory, this year read the questions. Patrick McGovern of the
 International Data Group captained the East Coast **team** .

The **competition** , filmed for the nationally syndicated "Computer
 Chronicles" TV program, is scheduled to be aired in two parts during the
 weeks of May 22 and 29.

COPYRIGHT 1990 Ziff Davis Publishing

INDUSTRY CODES/NAMES: CMPT Computers and Office Automation
 FILE SEGMENT: CD File 275

... Bowl, which was first held last year. The computer-trivia
 competition was staged as a **fund - raising** event for the Boston Computer
 Museum. Venture capitalist John Doerr led the winning West Coast...

...year read the questions. Patrick McGovern of the International Data
 Group captained the East Coast **team** .

The **competition** , filmed for the nationally syndicated "Computer
 Chronicles" TV program, is scheduled to be aired in...

7/9,K/16 (Item 10 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
 (c)2003 The Gale Group. All rts. reserv.

04555291 SUPPLIER NUMBER: 08445928 (THIS IS THE FULL TEXT)

Eighteen new schools qualify for 1990 Texaco Star National Academic Championship. (includes list of schools)

PR Newswire, 0516SF016

May 16, 1990

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 514 LINE COUNT: 00058

TEXT:

EIGHTEEN NEW SCHOOLS QUALIFY FOR 1990 TEXACO STAR NATIONAL ACADEMIC CHAMPIONSHIP

HOUSTON, May 16 /PRNewswire/ -- Some of the country's brightest high school students will journey to Houston in their quest for \$75,000 in scholarships from the Texaco Foundation to be awarded in the 1990 Texaco Star National Academic Championship.

Eighteen additional high schools, for a total of 57 high schools, representing 29 states and the U.S. Virgin Islands, have registered for the third annual Texaco Star National Academic Championship to be held June 9 through 15 at Rice University in Houston.

The competition is designed to draw public attention to the need for academic excellence and to recognize some of the brightest high school students in the country.

The competition, which is expected to draw an estimated 600 students from 80 academic teams nationwide, matches four-person student teams against each other in a test of knowledge and quick thinking skills in subjects such as algebra, trigonometry, literature, physics, music, art, geography, current events and history. Registered teams have won a local tournament to qualify for participation in the national championship.

James L. Dunlap, president of Texaco U.S.A., commented: "The Texaco Star Academic Championship reflects the growing commitment to quality education in the United States. Its goal is to raise the public's awareness of the importance of high academic standards by giving academically gifted students opportunities for recognition and by providing educational incentives to students who pursue academic excellence."

The teams are playing for scholarships totaling \$7,500 from the Texaco Foundation, with the winning team receiving \$5,000 to be divided among team members and the second-place team sharing \$2,500. Additionally, the Texaco Foundation will establish a permanent scholarship fund of \$45,000 at the school of the winning team and \$22,500 at the school of the second-place team to be administered by the schools for the benefit of deserving students.

Members of both teams also will receive gold "Super Bowl style" championship rings designed especially for them.

Championship team members also will each receive an AT&T personal computer.

Texaco and Rice University co-sponsor the event and provide room, board and entertainment for each team for the week-long competition. Participating sponsors include Entertainment One, Jack-in-the-Box, Star Enterprise, Warner Cable and WhataBurger Restaurant. Many teams also participate in various fund-raising activities to help defray miscellaneous expenses.

Quarterfinal, semifinal and final matches in the 1990 Texaco Star National Academic Championship will be broadcast nationally on The Discovery Channel eight consecutive weeks, beginning Saturday, July 7, and continuing every Thursday and Saturday through August 30.

18 New Schools Qualify For The Texaco Star National Academic Championship

- | | |
|--|---------------------------------|
| 1. Ankeny High School | Ankeny, Iowa |
| 2. Bellaire High School | Bellaire, Texas |
| 3. Cleveland High School | Cleveland, Tenn. |
| 4. E.D. White Catholic High School | Thibodaux, La. |
| 5. Eleanor Roosevelt High School | Greenbelt, Md. |
| 6. Federation of Teacher/Antilles School | St. Thomas, U.S. Virgin Islands |
| 7. Lake Michigan Catholic High | |

School	St. Joseph, Mich.
8. Madison-Ridgeland High School	Madison, Miss.
9. Marist School	Atlanta, Ga.
10. McAlester High School	McAlester, Okla.
11. Newton High School	Newton, Ill.
12. Riverside Poly High School	Riverside, Calif.
13. Ruston High School	Ruston, La.
14. Sissonville High School	Charleston, W.Va.
15. South Mecklenburg High School	Charlotte, N.C.
16. St. John's High School	Toldeo, Ohio
17. Stratford High School	Goose Creek, S.C.
18. Walton High School	Marietta, Ga.

-0- 5/16/90

/CONTACT: Lee Green of Read-Poland for Texaco, 713-622-5040, or Paul Weeditz of Texaco, 713-650-4015/ CO: Texaco U.S.A. ST: Texas IN: OIL SU: FC
-- SF016 -- 05/16/90 16:44 EST

COPYRIGHT 1990 PR Newswire

COMPANY NAMES: Texaco U.S.A.--Scholarships and fellowships
INDUSTRY CODES/NAMES: BUS Business, General
DESCRIPTORS: High school students--Scholarships and fellowships;
Petroleum industry--Scholarships and fellowships
SIC CODES: 1311 Crude petroleum and natural gas
TICKER SYMBOLS: TX
FILE SEGMENT: NW File 649

... and Rice University co-sponsor the event and provide room, board and entertainment for each **team** for the week-long **competition**. Participating sponsors include Entertainment One, Jack-in-the-Box, Star Enterprise, Warner Cable and WhataBurger Restaurant. Many teams also participate in various **fund - raising** activities to help defray miscellaneous expenses.

Quarterfinal, semifinal and final matches in the 1990 Texaco...

7/9,K/17 (Item 11 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

04550492 SUPPLIER NUMBER: 08429364 (THIS IS THE FULL TEXT)
Forty schools qualify for 1990 Texaco Star National Academic Championship.
PR Newswire, 0510SF015
May 10, 1990
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 474 LINE COUNT: 00040

TEXT:

FORTY SCHOOLS QUALIFY FOR 1990 TEXACO STAR NATIONAL
ACADEMIC CHAMPIONSHIP

HOUSTON, May 10 /PRNewswire/ -- Some of the country's brightest high school students will journey to Houston, Texas, in their quest for \$75,000 in scholarships from the Texaco Foundation to be awarded in the 1990 Texaco Star National Academic Championship.

Forty high schools representing 23 states have registered for the third annual Texaco Star National Academic Championship to be held June 9 through 15 at Rice University in Houston. The competition is designed to draw public attention to the need for academic excellence and to recognize some of the brightest high school students in the country.

The competition, which is expected to draw an estimated 600 students from 80 academic teams nationwide, matches four-person student teams against each other in a test of knowledge and quick-thinking in subjects such as algebra, trigonometry, literature, physics, music, art, geography, current events and history. Registered teams have won a local tournament to qualify participation in the national championship.

James L. Dunlap, president of Texaco U.S.A., commented: "The Texaco Star Academic Championship reflects the growing commitment to quality education in the United States. Its goal is to raise the public's awareness of the importance of high academic standards by giving academically gifted students opportunities for recognition and by providing educational incentives to students who pursue academic excellence."

The teams are playing for scholarships totaling \$7,500 from the Texaco Foundation, with the winning team receiving \$5,000 to be divided among team members and the second-place team sharing \$2,500. Additionally, the Texaco Foundation will establish a permanent scholarship fund of \$45,000 at the school of the winning team and \$22,500 at the school of the second-place team to be administered by the schools for the benefit of deserving students. Members of both teams also will receive gold "Super Bowl style" championship rings designed especially for them. Championship team members also will each receive an AT&T personal computer.

Texaco and Rice University co-sponsor the event and provide room, board and entertainment for each team for the week-long competition. Participating sponsors include Entertainment One, Star Enterprise, Warner Cable and Jack-in-the-Box. Many teams also participate in various fund-raising activities to help defray miscellaneous expenses.

Quarter-final, semi-final and final matches in the 1990 Texaco Star National Academic Championship will be broadcast nationally on The Discovery Channel eight consecutive weeks, beginning Saturday, July 7, and continuing every Thursday and Saturday through August 30.

-0- 5/10/90

/CONTACT: Lee Green of Read-Poland, 713-622-5040; or Paul Weeditz, of Texaco, 713-650-4130/

(TX) CO: Texaco Star National Academic Championship ST: Texas IN: SU: MB -- SF015 -- 3169 05/10/90 16:49 EDT

COPYRIGHT 1990 PR Newswire

COMPANY NAMES: Texaco Inc.--Public relations
INDUSTRY CODES/NAMES: BUS Business, General
DESCRIPTORS: Rice University--Public relations; High school students--Competitions; Petroleum industry--Public relations
SIC CODES: 1311 Crude petroleum and natural gas
TICKER SYMBOLS: TX
FILE SEGMENT: NW File 649

... and Rice University co-sponsor the event and provide room, board and entertainment for each team for the week-long competition. Participating sponsors include Entertainment One, Star Enterprise, Warner Cable and Jack-in-the-Box. Many teams also participate in various fund-raising activities to help defray miscellaneous expenses.

Quarter-final, semi-final and final matches in the...

7/9,K/18 (Item 12 from file: 148)

DIALOG(R) File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

03834535 SUPPLIER NUMBER: 07243947 (THIS IS THE FULL TEXT)
Buick to donate \$243,310 of Buick Open proceeds to charity. (Buick Motor Div.)
PR Newswire, 0111DE014
Jan 11, 1989
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 447 LINE COUNT: 00037

TEXT:

BUICK TO DONATE \$243,310 OF BUICK OPEN PROCEEDS TO CHARITY
FLINT, Mich., Jan. 11 /PRNewswire/ -- Buick Motor Division is donating a record \$243,310 of 1988 Buick Open proceeds to charitable organizations in the Flint area, Robert E. Coletta, Buick general sales and service

manager, announced today.

The golf tournament has generated more than \$1 million in charitable contributions since 1982, Coletta said.

"I'm so proud to be able to present this donation to some very worthy organizations in this community," Coletta said. "Our contributions are the result of tireless efforts of many volunteers and the strong community support for the Buick Open golf tournament."

Flint Mayor Matthew S. Collier said the donation is an accomplishment resulting from the teamwork of Buick Motor Division and the community.

"The working partnership between the tournament organizers and the local community has made the Buick Open a premier event in Michigan," he said. "The announcement today underscores the community's dedication to this event and highlights the Buick Open's tremendous support."

The donations consist of a tournament contribution of \$117,310 and a \$125,000 check earned by the 1988 Buick Open's Nabisco Team. The amount is the largest single charitable contribution since the tournament began in Flint in 1958.

The check from the Nabisco Grand Prix of Golf Charity Competition enabled the Buick Open to distribute more money than ever before. The four-man team consists of Ken Green (1985 Buick Open champion), Scott Hoch, Ed Fiori and Lon Hinckle. They finished fourth in the competition.

The Nabisco Charity Competition is designed to reward players for consistency of play, and to generate charity donations throughout the United States.

Under the Nabisco guidelines, PGA Tour tournament sponsors select a team to represent their event at the annual PGA Tour Player Draft. All the points earned by each member in individual **competition** are credited to the sponsor **team**. The total determines the sum that is advanced to each PGA tournament sponsor to award to **charities** on their behalf.

The 1988 Buick Open charities include the local units of: the Easter Seals Society; American Red Cross; Boy Scouts of America; Evans Scholarship Foundation; Hurley Medical Center; McLaren General Hospital; Flint Osteopathic Hospital; St. Joseph's Auxiliary; Whaley Children's Center; American Junior Golf Association; Grand Blanc Booster's Club; Grand Blanc swim team; Whaley Historical House; Genesee County "Crackdown on Drugs;" Flint Institute of Arts; Flint Institute of Music; and Genesee County Association for Retarded Citizens.

-0- 1/11/89

/CONTACT: Corby L. Casler of Buick, 313-236-5892/ dd -- DE014 -- 5599
01-11-89 14:16 EST

COPYRIGHT 1989 PR Newswire

COMPANY NAMES: Buick Motor Div.--Contributions, gifts, etc.

INDUSTRY CODES/NAMES: BUS Business, General

DESCRIPTORS: Automobile industry--Contributions, gifts, etc.; Flint, Michigan--Charities; Buick Open (Golf)--Finance

GEOGRAPHIC CODES: NNUSCMI

GEOGRAPHIC NAMES: Michigan

SIC CODES: 3711 Motor vehicles and car bodies

FILE SEGMENT: NW File 649

... the annual PGA Tour Player Draft. All the points earned by each member in individual **competition** are credited to the sponsor **team**. The total determines the sum that is advanced to each PGA tournament sponsor to award to **charities** on their behalf.

The 1988 Buick Open charities include the local units of: the Easter ...

7/9,K/19 (Item 1 from file: 9)

DIALOG(R) File 9:Business & Industry(R)

(c) 2003 Resp. DB Svcs. All rts. reserv.

2741143 Supplier Number: 02741143 (THIS IS THE FULLTEXT)

Gameplay go for German market

(Gameplay.com acquires Theo Kranz, Dynatex GmbH, Neo Software, GameSite GmbH and Computec's online gaming division for total of UKPd47.6 mil)

New Media Investor, p 2

March 08, 2000

DOCUMENT TYPE: Newsletter ISSN: 1462-8856 (United Kingdom)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 647

ABSTRACT:

Gameplay.com has acquired Theo Kranz, a computer and video games mail order business, Dynatex GmbH, a games wholesaler with annual revenues of about DM49 mil, Neo Software, a German-language content developer, GameSite GmbH, an online community with an avg 2.3 mil page impressions/ mo, and Computec's online gaming division (all Germany) for a total of UKPd47.6 mil, with UKPd11.8 mil in cash and UKPd35.8 mil in paper. Computec will become a shareholder in Gameplay with 7.8% of about 4.8 mil shares, and the deal gives Gameplay exclusive access to all Computech content for the next two years.

Gameplay is also forming a joint venture with 20:20 Ltd called Shout TV, which will develop content for digital and interactive television, according to CEO Mark Bernstein. In conjunction with Motorola, Ericsson and Nokia, the company is building a WAP portal for news and online quiz games.

Full text discusses the company's plans and its financials in more detail.

TEXT:

Gameplay.com have acquired five businesses in Germany for a total of GBP47.6m, with GBP11.8m in cash and GBP35.8m in paper. The deals follow the same pattern to the existing UK operation around gaming. The companies are: Theo Kranz, a computer and video games mail order business, Dynatex GmbH, a games wholesaler with annual revenues of around DM49m, Neo Software, a German-language content developer, GameSite GmbH, an online community with an average 2.3m page impressions monthly, and Computec's online gaming division. Computec will become a shareholder in Gameplay of 7.8% from around 4.8m shares, and the deal gives Gameplay exclusive access to all Computech content for the next two years. Mark Bernstein, ceo, described the deals as 'one of the most significant yet done', and gives the company a strong foothold in the German market following the acquisition of Joysoft earlier in the year.

Gameplay have also announced results for the 26 weeks to the end of January, with the news that turnover has reached GBP5.83m in the period, and the total volume of orders stood at 198,000. Pre-tax losses for the period were GBP10.4m, but of this only GBP5.9m represented operational losses, with the remainder related to National Insurance on employee share options. In common with other online companies, such as QXL.com, Gameplay announced they would be 'making representations to Government that this charge be removed'.

He also revealed that the firm would be launching a new subsidiary to develop content for digital and interactive television. Shout tv will be a joint venture with 20:20 Ltd, and will be 80% owned by Gameplay and 20% by 20:20. Currently Gameplay have e-commerce facilities on the Open platform, and in December that operation outsold the web. Gameplay have revealed that they are building a WAP portal for news and online quiz games in conjunction with Motorola, Ericsson and Nokia. The site is currently in alpha testing, and should go live by May 2000. The firm are planning to make distribution agreements for the offering and 'are in advanced negotiations with several parties', according to chairman Mark Strachan. Bernstein was also confident about the firm's European strategy, and predicted that in Germany and the UK they were 'over three quarters of the way to getting the relationships we need to win'. Gameplay plan to continue their growth next in France, and Bernstein predicts that they will have

'most of Europe in place' by year end, but that 'Infogrames will be **competition**'. He highlighted their specialist acquisitions **team** which allows them to do deals quickly, with the BskyB deal completed in ten days and the German purchases sewn up within four weeks. In terms of further **fundraising**, Bernstein suggested that they had a 'very very strong balance sheet...well in excess of GBP50m', following the GBP50m **fundraising** in early February, and that Gameplay were 'looking for people in the wireless arena'. Up until the end of January the firm had GBP34.7m in current assets, with GBP30m in cash alone. In terms of a dual listing he said the company were 'analysing the opportunities that other exchanges could offer us', and that 'if we get above GBP1bn we would look at a dual on Nasdaq'.

Despite the rapid land grab, he confirmed that 'integration is a major issue', and that in every case the existing management would remain at the acquired companies. The firm have hired Bruce Heck from Lowe Group to build an internal integration team to put in place financial controls and information systems. The businesses will all be rebranded to Gameplay, but Bernstein conceded that the brand building has 'only just started' and it would be a 'very expensive exercise' of tens of millions of pounds. He believes that Gameplay will 'not be profitable for the foreseeable future', but would be able to demonstrate profits within particular divisions, and would 'get mass' in Europe by the end of this year.

Copyright 2000 Centaur Communications

COMPANY NAMES: COMPUTEC MEDIA AG; DYNATEX GMBH; GAMEPLAY COM; GAMESITE; KRANZ (THEO); NEO SOFTWARE
 INDUSTRY NAMES: Information industry; Mail order; Online services
 PRODUCT NAMES: Catalog and mail-order houses (596100); On-line service providers (737500); Business services NEC (738995)
 CONCEPT TERMS: All company; E-Commerce; Financial data; Joint venture; Mergers & acquisitions
 GEOGRAPHIC NAMES: European Union (EUCX); Germany (GER); United Kingdom (UNK); Western Europe (WEEX)

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...will have 'most of Europe in place' by year end, but that 'Infogrames will be **competition**'. He highlighted their specialist acquisitions **team** which allows them to do deals quickly, with the BskyB deal completed in ten days and the German purchases sewn up within four weeks. In terms of further **fundraising**, Bernstein suggested that they had a 'very very strong balance sheet...well in excess of GBP50m', following the GBP50m **fundraising** in early February, and that Gameplay were 'looking for people in the wireless arena'. Up...

7/9,K/20 (Item 1 from file: 20)
 DIALOG(R)File 20:Dialog Global Reporter
 (c) 2003 The Dialog Corp. All rts. reserv.

20274297 (THIS IS THE FULLTEXT)

Wheaties Energy Crunch Announces Everyday Champions to Appear On Box; Unveiling of New Box Culminates Eight-Month Nationwide Search

BUSINESS WIRE

December 12, 2001

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1537

Business Editors/Food & Lifestyle Writers

NOTE TO MEDIA: Photos & Logo are available in a

Smart News Release(TM) on Business Wire's Home Page at

www.businesswire.com and at www.newstream.com

NEW YORK--(BUSINESS WIRE)--Dec. 12, 2001--When Wheaties, "The Breakfast of Champions," unveils a new box, the occasion is often used to recognize an athlete who has recently set a record, won a championship, or captured a gold medal. When Wheaties introduces the new faces for the Wheaties Energy Crunch box, however, the individuals being honored will be largely unknown to America, yet they are every bit the champion as the more recognized Wheaties athletes such as Michael Jordan, Mary Lou Retton or Tiger Woods.

This morning, Wheaties Energy Crunch will announce the six winners of the inaugural "Search for Everyday Champions": Marie Bartoletti of Finleyville, Pa.; Cherie Gruenfeld of Blue Jay, Calif.; James "Chico" Hernandez of Presque Isle, Maine; Malie Matsumoto of Kalaheo, Hawaii; Liz Sponagle of Sante Fe, N.M.; and Doug Ulman of Austin, Texas. The unveiling of the new box, which will hit store shelves in 2002, is the culmination of a search that began in April, when Wheaties and golf great Tiger Woods introduced the newest Wheaties cereal, Wheaties Energy Crunch: "The Breakfast of Everyday Champions." To introduce the new cereal, which helps provide lasting energy for active, healthy lifestyles, Wheaties Energy Crunch launched a nationwide grass-roots program to honor Everyday Champions from across the country and give six deserving people the opportunity to appear on its packaging.

Individuals were asked to nominate themselves or others by submitting an essay of up to 300 words explaining how they or the person they are nominating is an everyday champion. Entries were judged on: 1) How this individual demonstrates a balanced life while achieving compelling athletic accomplishments and outstanding volunteer community service, and 2) Originality of the essay.

Introducing the newest members of the Wheaties family will be Mary Lou Retton, who was featured on the Wheaties box following her gold-medal winning performance in the 1984 Olympic Summer Games.

"Being on the Wheaties box was one of the biggest thrills of my gymnastics career, and I'm honored to share in the experience with these everyday champions," stated Retton. "I was amazed just hearing about all of their extraordinary accomplishments, and I think it's great that now people will be reading their stories at breakfast tables all over the country."

The six Wheaties Energy Crunch Everyday Champions are:

Marie Bartoletti, Finleyville, Pennsylvania

Marie, a married elementary school teacher and mother of two, is the embodiment of the everyday champion. She competes in triathlons, has been a top finisher in many marathons and 10K road races, and has played in the national USTA tennis finals. Marie also is a volunteer force in her community, organizing athletic competitions for kids, working as a volunteer bike camp director, and raising funds to fight Leukemia through race sponsorships. Marie also established a **competition** jump rope **team** at her school that has raised more than \$35,000 for the American Heart Association. With her energy, stamina and spirit, Marie effectively balances her work, community, and family commitments with championship results.

Cherie Gruenfeld, Blue Jay, California

Cherie, a former marketing executive, is a world-class athlete and volunteer. The 1999 and 2000 "Ironman Age Grouper of the Year," Cherie holds the Ironman World, European, and American course records. Her love of athletics and passion for helping children inspired her to start a program called Cypress Kids, a program to encourage at-risk inner-city children to participate in triathlons. Cherie raises funds to buy bikes, equipment and entry fees for the team, and develops and runs a training program for the kids so they may ultimately successfully complete triathlons. Cherie is an everyday champion who is making a profound difference in the lives of others.

James "Chico" Hernandez, Presque Isle, Maine

Chico, a married father of two, excels in the grueling sport of Sombo wrestling, a self-defense-oriented style wrestling that incorporates techniques from both Judo, freestyle and Greco-Roman wrestling. He is a

two-time member of the Team USA World Cup team, and a silver medallist at both World Cup and the Pan American Championships. When he is not working as a social worker at the Maine Correctional Institute, he volunteers his time conducting crime prevention programs at local schools and helping run children's sports programs. Chico also serves his country as a drill instructor in the Maine National Guard. His athletic accomplishments, demanding work schedule, and commitment to his community and his nation make Chico a deserving everyday champion.

Malie Matsumoto, Kalaheo, Hawaii

Malie's drive and dedication have always set her apart from the crowd. She served as the president of the Kalaheo Kiwanis club and coordinated fund-raising events for three area high schools. She organized a children's reading program along with hospital visits for long-term care patients. All of this was done while performing as an all-state swimmer and team captain for her swim team. Malie's desire to serve others comes from her belief that all people deserve a chance to fulfill their full potential in whatever area they choose.

Liz Sponagle, Santa Fe, New Mexico

Liz's boundless energy and dedication are an inspiration to everyone. The mother of two, Liz runs her own clothing design business, trains local runners to participate in marathons for charity, and has been a consistent top finisher in marathons across the county. She has raised money to fight Lymphoma while racing, and led efforts to fund a new track and running club at her children's school. Liz's ability to balance family, work, athletics, and service to her community are the essential elements of an everyday champion.

Doug Ulman, Austin, Texas

Doug is an avid marathon runner who recently completed a 100-mile trek through the Himalayan Mountains. A truly inspiring champion, Doug, was a varsity soccer player at Brown when he was diagnosed with cancer. During his recovery he found that there was a void in support groups for young people. Doug was inspired to create the Ulman Cancer Fund for Young Adults, an organization that provides support programs in 6 cities and online (www.ulmanfund.org). Doug's efforts with The Fund lead to his current full-time position as a Director of the Lance Armstrong Foundation. Doug effectively balances his athletic pursuits, work with The Ulman fund, and his fulltime position in an inspiring, championship manner.

The image of one of the six finalists will appear on the front of the box, while the other five will have their images on the back of the box. In addition, the winner will receive \$5,000 and Wheaties Energy Crunch will donate \$25,000 to the winner's charity of choice. The five runners-up will each receive a check for \$2,500; General Mills will donate \$2,500 to the charities of their choice.

Tiger Woods, who himself has graced the cover of Wheaties boxes numerous times since he became the brand's primary spokesperson in 1998, is proud to honor the inaugural class of Everyday Champions.

"As a long-time member of the Wheaties family, I'm thrilled to welcome the newest members of the family chosen through the 'Search for Everyday Champions,'" stated Woods. "Each of these champions exemplifies the ideals of athletic achievement and community service, so it's only fitting for them to grace the Wheaties Energy Crunch box--the Breakfast of Everyday Champions."

Out of more than 10,000 nominees, one Everyday Champion was selected from each of the 50 states, as well as the District of Columbia. From that group, six people were chosen as Everyday Champions to appear on the box. The essays were judged by an advisory panel consisting of General Mills employees, and leading authorities on volunteerism and athletics, including Robert Goodwin, President and CEO of the Points of Light Foundation; Bob Babbitt, publisher of Competitor Magazine and Ironman Triathlon Hall-of-Famer; Amby Burfoot, editor of Runner's World Magazine; Brian Kilmeade, Fox NewsChannel's sports anchor and co-host of "Fox and Friends"; and Stephanie Oakes, fitness correspondent for USA Weekend Magazine.

With its delicious mix of honey-toasted whole-grain flakes, crunchy protein clusters and almonds, Wheaties Energy Crunch cereal delivers the

energizing combination of six grams of protein, complex carbohydrates, and energy-releasing B vitamins. The package featuring the newest members of the Wheaties family should be available in the next several weeks on most grocers' shelves with a suggested retail price of \$3.69 for a 15.25-ounce box.

Wheaties began its association with sports in the mid-1930s with a sign on the left field wall at old Nicollet Park in south Minneapolis. General Mills' broadcast deal with the minor league Minneapolis Millers included the large signboard that Wheaties would use to introduce its new advertising slogan: "Wheaties--The Breakfast of Champions." From that rather humble beginning, Wheaties has built a storied 75-plus-year sports heritage that includes package and advertising appearances by many of the greatest athletes of all time.

Other members of the Wheaties family include original whole-grain Wheaties, Frosted Wheaties and Wheaties Raisin Bran.

Wheaties(R), Wheaties Energy Crunch(TM), Frosted Wheaties(R), Wheaties(R) Raisin Bran and The Breakfast of Champions(R) are registered trademarks of General Mills, Inc.

Note: Photos are available at URLs:

<http://www.businesswire.com/cgi-bin/photo.cgi?pw.121201/bb2>

<http://www.businesswire.com/cgi-bin/photo.cgi?pw.121201/bb2a>

<http://www.businesswire.com/cgi-bin/photo.cgi?pw.121201/bb2b>

CONTACT: General Mills, Minneapolis Gregory J. Zimprich, 763/764-7780
greg.zimprich@genmills.com or Alan Taylor Communications Keith Fernbach,
212/714-1280

10:32 EST DECEMBER 12,

Copyright 2001 Business Wire. Source: World Reporter (Trade Mark).

DESCRIPTORS: New Products & Services; Marketing; Company News

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... camp director, and raising funds to fight Leukemia through race sponsorships. Marie also established a **competition** jump rope **team** at her school that has raised more than \$35,000 for the American Heart Association...

7/9,K/21 (Item 2 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2003 The Dialog Corp. All rts. reserv.

19747446 (THIS IS THE FULLTEXT)

Ladies assist with fundraising drive

AMANDADALY

HULL DAILY MAIL , Hull Daily Mail (ThursCity0811) ed, p7

November 08, 2001

JOURNAL CODE: FHDM LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 156

Ladies assist with fundraising drive

SOUTH CAVE: A golf club threw tradition aside by inviting women players to take part in a fundraising tournament.

The Rotary Club, of South Cave and Wolds, welcomed the team to its 10th charity golf competition.

The team, named The Dollies, was one of 25 groups competing on the day but it seems a woman's touch boosted **fundraising** as Pounds 3,000 was raised for Dove House Hospice and other local **charities** including Age Concern.

Peter Youle, spokesman for the club, said: "Even though they only made up one team it's a start.

"It was a popular innovation and we raised a lot of money.

"I cannot see why it would not be repeated again.

"Everyone really enjoyed the day.

"It's always a pleasure to have ladies around," he added.

Mr Youle thanked the major sponsor, Alpha Supplies, for its financial assistance in making the day possible.

'ENJOYABLE DAY': Peter Youle

Copyright 2001 Hull Daily Mail. Source : World Reporter (Trade Mark) - FT McCarthy

DESCRIPTORS: Sports; General News

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... of 25 groups competing on the day but it seems a woman's touch boosted **fundraising** as Pounds 3,000 was raised for Dove House Hospice and other local **charities** including Age Concern.

Peter Youle, spokesman for the club, said: "Even though they only made ...

7/9,K/22 (Item 3 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

15453929 (THIS IS THE FULLTEXT)

ANGLERS NEED TO HELP OUR FARMING FRIENDS

JIM BOYD

EXPRESS, p001

March 03, 2001

JOURNAL CODE: FDE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 477

Whoever thought that after 34 years, foot and mouth - this disgusting, insidious disease whose containment, if that is possible, involves the heartbreaking slaughter of thousands of healthy beasts - would raise its hideous head again?

But with the transfer of cattle from area to area and country to country now widespread, there was absolutely no chance that Scotland was ever going to escape its ravages.

At the time of writing, it is not known to what extent this is going to affect the sport of angling, but already two prominent Scottish trout fisheries, Orchill Loch at Braco and Newton Farm at Wormit, have voluntarily closed their doors as a precautionary measure.

I spoke to a number of other fisheries whose owners, on the other hand, felt that, at this stage, asking anglers to stay away wasn't really going to make any difference as it is well known that this disease can be spread in any amount of ways not involving humans.

But one of the brilliant things that shines through is the number of anglers who have been phoning fisheries to tell the owner that they will fully understand if it has been closed as a precautionary measure.

Already the Association of Scottish Stillwater Fisheries (ASSF), who have over 40 member fisheries in Scotland, have contacted all their members strongly recommending that they take sensible precautions to ensure visiting anglers do not spread the virus.

They are advising all fisheries to adopt the NFU advice which is to place straw treated with approved disinfectants at each entrance to their property.

Jane Wright of SANA told me that their advice to anglers is to follow government advice, be extremely thoughtful and cautious about accessing fishing and under no circumstances should they cross farmland to get to fishings.

All we can do now is hope and pray that this awful outbreak is short-lived otherwise the long-term prospects are terrifying.

The angling industry will also be badly hit, since in Scotland alone

salmon and trout fishing is a multi-million pound business and many jobs could be in jeopardy if any sort of long-term emergency measures come into force.

The people who run the commercial side of Scottish trout fishing have to work long, hard hours to make a living and after what has been a disastrous winter's trading, due to the weather, there are likely to be a number who simply staying closed.

Well, it is nice to be able to close on a more cheerful and positive note as the recent Scottish Youths International Angling **Team fundraising competition** at Allandale Tarn raised GBP236.

Peter Batchelor from Crawfordland won with a cracking catch of eight fish weighing 12lbs 15oz, Donald Forbes from Glasgow came second with eight fish for 12lbs 2oz and David Hygate from Edinburgh was third with seven fish for 10lbs 15oz.

*** BRS DOCUMENT BOUNDARY ***

Copyright 2001 The Express. Source: World Reporter (Trade Mark) - FT McCarthy.

DESCRIPTORS: Agricultural Issues; General News
COUNTRY NAMES/CODES: United Kingdom (GB)
REGIONS: Europe; European Union; Western Europe
PROVINCE/STATE: Scotland
SIC CODES/DESCRIPTIONS: 0100 (Agricultural Production Crops)
NAICS CODES/DESCRIPTIONS: 111 (Crop Production)
(USE FORMAT 7 OR 9 FOR FULLTEXT)

... close on a more cheerful and positive note as the recent Scottish Youths International Angling **Team fundraising competition** at Allandale Tarn raised GBP236.

Peter Batchelor from Crawfordland won with a cracking catch of...

7/9,K/23 (Item 4 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

08234718 (THIS IS THE FULLTEXT)

Golfers drive ahead for cash

LEICESTER MERCURY , Leicester Mercury (LMerc) ed, p2
November 15, 1999

JOURNAL CODE: FLCM LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 87

WILLESLEY Park Golf Club at Ashby has raised more than Pounds 4,000 for the Sue Ryder Hospice at Staunton Harold.

The hospice was named charity of the year by club captain John White and fund-raising events included a 32- **team competition**.

Helen Lee, fund-raiser at the hospice, said: "We are absolutely delighted to be accepting such a large sum, which was more than we were expecting.

"On behalf of the patients here at Staunton, I would like to thank all those who took part in the fund-raising activities."

Copyright 1999 Leicester Mercury. Source : World Reporter (Trade Mark)
- FT McCarthy

DESCRIPTORS: Sports; General News

... of the year by club captain John White and fund-raising events included a 32- **team competition**.

7/9,K/24 (Item 5 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2003 The Dialog Corp. All rts. reserv.

07561624 (THIS IS THE FULLTEXT)

Chance to cycle for miles - without leaving your work

ABERDEEN PRESS & JOURNAL (UK) , Aberdeen Press and Journal (AT) ed, p6

October 02, 1999

JOURNAL CODE: FABP LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 227

HUNDREDS of North-east employees are expected to cycle the equivalent of several trips round the world without even leaving their place of work.

The sixth Great Grampian Cycle Challenge - the region's only static bike contest - got under way yesterday.

The starter flag was waved by a member of last year's winning team, Les Simpson, outside the premises of the competition's backers, Cycling World, in Aberdeen. A record number of participants have entered this year's competition, which encourages physical activity and team spirit at work while **raising funds** to prevent coronary heart disease in the local community.

Jointly organised by Grampian Heart Campaign and Health Promotions Workplace Team, the challenge has raised Pounds 50,000 since its launch five years ago. To participate in the month-long challenge, each location must use a cycle mounted on a special cycosimulator.

The equipment has been specially customised by Cycling World so that the odometer cannot be reset before being sent back to the Grampian Health Campaign. The overall winners for the offshore and onshore competitions will then be presented with their trophies, with the individual recording the highest mileage receiving the coveted yellow jersey.

Grampian Heart Campaign fund-raising co-ordinator Barbara Jones said: "The Cycle Challenge has had a tremendous response since its debut in 1994, and is a fun way to encourage as many people as possible to be active."

Copyright 1999 Aberdeen Press & Journal. Source : World Reporter (Trade Mark) - FT McCarthy

COUNTRY NAMES/CODES: United Kingdom (GB)

REGIONS: Europe; European Union; Western Europe

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... entered this year's competition, which encourages physical activity and team spirit at work while **raising funds** to prevent coronary heart disease in the local community.

Jointly organised by Grampian Heart Campaign...

7/9,K/25 (Item 6 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2003 The Dialog Corp. All rts. reserv.

07561614 (THIS IS THE FULLTEXT)

Cycle for miles - and not move from work

ABERDEEN PRESS & JOURNAL (UK) , Aberdeen Press and Journal (AB) ed, p6

October 02, 1999

JOURNAL CODE: FABP LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 236

HUNDREDS of North-east employees are expected to cycle the equivalent of several trips round the world without even leaving their place of work.

The sixth Great Grampian Cycle Challenge - the region's only static bike contest - got under way yesterday.

The starter flag was waved by a member of last year's winning team, Les Simpson, outside the premises of the competition's backers, Cycling World, in Aberdeen.

A record number of participants have entered this year's competition, which encourages physical activity and team spirit at work while **raising funds** to prevent coronary heart disease in the local community.

Jointly organised by Grampian Heart Campaign and Health Promotions Workplace Team, the challenge has raised Pounds 50,000 since its launch five years ago. To participate in the month-long challenge, each location must use a cycle mounted on a special cycosimulator.

The equipment has been specially customised by Cycling World so that the odometer cannot be reset before being sent back to the Grampian Health Campaign.

The overall winners for the offshore and onshore competitions will then be presented with their trophies, with the individual recording the highest mileage receiving the coveted yellow jersey.

Among the 30 teams entered, 23 will be taking the challenge on board North Sea oil platforms.

In the past many teams have chosen to set themselves equivalent journeys including Aberdeen to Buenos Aires, the Tour de France and even the Great Wall of China.

Copyright 1999 Aberdeen Press & Journal. Source : World Reporter (Trade Mark) - FT McCarthy

COUNTRY NAMES/CODES: United Kingdom (GB)

REGIONS: Europe; European Union; Western Europe

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... entered this year's competition, which encourages physical activity and team spirit at work while **raising funds** to prevent coronary heart disease in the local community.

Jointly organised by Grampian Heart Campaign...

7/9,K/26 (Item 7 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2003 The Dialog Corp. All rts. reserv.

07004146

Bobby's on board.

POST MAGAZINE, p6

September 02, 1999

JOURNAL CODE: WPST LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 42

Former England manager Bobby Robson returned to his roots to launch a major new football initiative involving the Arnott Insurance-sponsored Northern League. Mr Robson was in County Durham to launch a new fund-raising initiative to improve the profile of the 39- **team competition** .

Copyright 1999 Timothy Benn Publishing Ltd. Source : World Reporter (Trade Mark).

DESCRIPTORS: Sponsorship; Marketing; Company News

PROVINCE/STATE: England

SIC CODES/DESCRIPTIONS: 7941 (Sports Clubs Managers & Promoters)

... Durham to launch a new fund-raising initiative to improve the profile of the 39- **team competition** .

7/9,K/27 (Item 8 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2003 The Dialog Corp. All rts. reserv.

06494920

Karate title hopefuls

NORTHERN ECHO, p6

July 28, 1999

JOURNAL CODE: FTNE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 111

TOKYO is calling for two men who will be travelling to the Japanese capital to compete in a karate world cup contest. Simon Cudworth, from Ferryhill, and Daniel Morgan, from Darlington, have been picked to represent Britain in the Wado Karate World Cup, which is to be held at the end of next month. This is the second time Simon has competed in the event, which is held every five years. Simon, 32, is set to compete in up to three events at the competition, including the team contest, and Daniel, 17, in two. Both have been **fundraising** to raise the money to finance their trip.

*** BRS DOCUMENT BOUNDARY ***

Copyright 1999 The Northern Echo. Source: World Reporter (Trade Mark)
- FT McCarthy.

COUNTRY NAMES/CODES: United Kingdom (GB) ; Japan (JP)

REGIONS: Europe; European Union; Western Europe; Asia; Far East;
Pacific Rim

SIC CODES/DESCRIPTIONS: 7941 (Sports Clubs Managers & Promoters)

... at the competition, including the team contest, and Daniel, 17, in two. Both have been **fundraising** to raise the money to finance their trip.

*** BRS DOCUMENT BOUNDARY ***...

7/9,K/28 (Item 9 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2003 The Dialog Corp. All rts. reserv.

03108333

Visa U.S.A. Extends U.S. Ski & Snowboard Partnership Through 2002 Olympic Winter Games in Salt Lake City

PR NEWSWIRE

October 14, 1998

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 720

Longest-Standing Corporate Partner Pledges Support Through Salt Lake City Olympic Games SAN FRANCISCO, Oct. 14 /PRNewswire/ -- U.S. Olympic team partner Visa U.S.A., the longest-standing sponsor of the U.S. Ski and Snowboard Team, today became the first corporate partner to extend its support of the U.S. Ski and Snowboard Team through the 2002 Winter Olympic Games in Salt Lake City. Under this agreement, Visa will remain the "Official Card of the U.S. Ski and Snowboard Team" through June 30, 2003. The partnership will be leveraged through a fully integrated marketing program consisting of national television and print advertising, ski industry retail promotions, event sponsorship and prominent signage on team uniforms. In return, Visa plans to aid the team's fund raising efforts with the ongoing "Give the U.S. Ski Team a Lift" cardholder usage campaign. Visa will also support the development of the team by providing motivational seminars with past Olympic greats. "We're happy to extend our longstanding partnership with the U.S. Ski & Snowboard Team as it prepares for Olympic **competition** on American soil," said Michael Lynch, vice president, Event and Sponsorship Marketing, Visa U.S.A. "As a sponsor, Visa continually looks to build value and market share for its Member banks. By extending our relationship with the U.S. Ski and Snowboard Team, Visa Member banks, merchants and cardholders will continue to capitalize on the team's successes, the ski industry's retail and travel business and, ultimately,

the 2002 Winter Olympic Games." As part of the renewed partnership, Visa will sponsor the following the U.S. Ski and Snowboard Association (USSA) events: "Return of the Champions"; selected World Cup events; the Chevy Truck U.S. Alpine Championships; and the Chevy S-10 U.S. Snowboard Grand Prix. At each venue, Visa will receive presence marketing, Visa preference programs, advertising and VIP hospitality. In addition, the Visa mark will continue its prominent position on team uniforms, and Visa, its Member financial institutions and participating merchants will retain the right to use the USSA marks in their advertising and promotional programs. "The U.S. Ski and Snowboard Team is thrilled to continue its longstanding relationship with Visa," said Bill Marolt, president and CEO of the U.S. Ski and Snowboard Association, the Team's parent organization. "Visa will continue to be an integral part of our training and preparation for the Salt Lake City Olympic Games and beyond. In addition, Visa's continued support enables the USSA to expand its program offerings to athletes, coaches and officials at the grassroots level." In an ongoing effort to support the development of U.S. athletes, Visa and its cardholders will provide direct financial support and educational programs to the U.S. Ski and Snowboard Team. Visa is finalizing plans to continue the "Give the U.S. Ski Team a Lift" campaign, a supplemental donation program for the U.S. Ski and Snowboard Team. Donations to the USSA from this program will be based on Visa card transactions. To date, Visa has committed nearly \$2 million to the U.S. Ski and Snowboard Team, which is used to help cover the costs of training, sports- science programs and travel. This agreement helps to strengthen Visa's Olympic presence that already includes partnerships with the International Olympic Committee, Sydney 2000 Games, and National Governing Bodies such as USA Hockey, U.S. Figure Skating Association, USA Gymnastics, USA Track & Field, and USA Cycling. Visa's current event marketing portfolio also includes the National Football League, the Visa Triple Crown Challenge and, as of Jan. 1, 1999, NASCAR. The U.S. Ski and Snowboard Association is the national governing body for Olympic skiing and snowboarding, managing programs in six sports from grassroots up to the elite-level U.S. Ski and Snowboard Teams. Visa, the leading card brand and the largest consumer payment system worldwide, is a payment solution for consumers, industry and government. It plays a pivotal role in advancing new payment products and technologies to benefit its 21,000 member financial institutions, their cardholders, and the global economy. Visa is the only consumer payment system to facilitate \$1 trillion worth of purchases of goods and services in a fiscal year. Visa's more than 600 million cards are accepted at over 15 million worldwide locations, including more than 440,000 ATMs in the Visa/PLUS Global ATM Network. Visa's Internet address is www.visa.com. /CONTACT: Lorne Fisher of Visa U.S.A., 650-432-7243; or Mark Undercoffler of Ketchum Public Relations, 212-448-4357/ 12:09 EDT

Copyright 1998 PR Newswire. Source: World Reporter (Trade Mark).

DESCRIPTORS: New Products & Services; Marketing; Company News
 COUNTRY NAMES/CODES: United States of America (US)
 REGIONS: Americas; North America; Pacific Rim
 PROVINCE/STATE: California
 SIC CODES/DESCRIPTIONS: 6000 (Depository Institutions)

... greats. "We're happy to extend our longstanding partnership with the U.S. Ski & Snowboard Team as it prepares for Olympic competition on American soil," said Michael Lynch, vice president, Event and Sponsorship Marketing, Visa U.S....

7/9,K/29 (Item 10 from file: 20)
 DIALOG(R) File 20:Dialog Global Reporter
 (c) 2003 The Dialog Corp. All rts. reserv.

03018491

Save the Cannons fund planned as team hopes fans will help bail it out

David Kirkpatrick

ABIX - AUSTRALASIAN BUSINESS INTELLIGENCE (CANBERRA TIMES) , p1.

October 06, 1998

JOURNAL CODE: WTCT LANGUAGE: English RECORD TYPE: ABSTRACT

WORD COUNT: 94

The Canberra Cannons basketball team has launched a fund-raising drive with a view to obtaining \$A500,000. The team, which is based in the Australian Capital Territory (ACT), requires the funds by early November, 1998, in order to continue to compete in the 1998 National Basketball League **competition**. Former leading players with the **team** will lead the effort to raise the funds from Government and corporate sources, as well as community donations. The club has appointed an administrator to manage its affairs. It requires an injection of at least \$A1 million to ensure its future

Copyright 1998 Business Intelligence Australia Pty Ltd. Source: World Reporter (Trade Mark).

COMPANY NAMES: CANBERRA CANNONS

SIC CODES/DESCRIPTIONS: 7900 (AmusementandRecreation Services)

... early November, 1998, in order to continue to compete in the 1998 National Basketball League **competition**. Former leading players with the **team** will lead the effort to raise the funds from Government and corporate sources, as well...

7/9,K/30 (Item 1 from file: 634)

DIALOG(R) File 634:San Jose Mercury

(c) 2003 San Jose Mercury News. All rts. reserv.

10175090

SURGERY SIDELINES LOPEZ LPGA STAR ON CRUTCHES WITH TORN KNEE CARTILAGE

San Jose Mercury News (SJ) - Thursday, June 24, 1999

By: MERCURY NEWS STAFF AND WIRE REPORTS

Edition: Morning Final Section: Sports Page: 3D

Word Count: 874

MEMO:

NOTEBOOK

GOLF EXTRA

TEXT:

Nancy Lopez, on crutches and in tears, withdrew from the LPGA Championship in Wilmington, Del., on Wednesday and said she will have surgery to remove torn cartilage from her right knee.

'I don't want to be in pain,' Lopez said, trying to smile through the tears. 'I'd rather go home and retire. The way my knees have been bothering me, it's kind of a relief knowing something was wrong and we can fix it.'

Lopez has a degenerative tear of the medial meniscus. She will have arthroscopic surgery today at the Morgan Kalman Clinic in Wilmington and is expected to be off the LPGA Tour for about one month.

'I just want to get it right,' she said. 'I'm a baby when it comes to pain.'

MILESTONE FOR INKSTER:

Winning two major championships as a rookie 15 years ago only made Juli Inkster hungry to win them all. Perhaps that's why the LPGA Championship means more to her now than ever.

'It's huge,' she said Wednesday at Dupont Country Club.

Inkster had gone 10 years without winning a major until she overwhelmed Old Waverly to take the U.S. Women's Open three weeks ago. Having won the Dinah Shore and the du Maurier Classic in 1984, a victory this week will join her with Pat Bradley as the only women to win the modern Grand Slam.

'I'm going to have to have another great week to do it,' Inkster said. 'It's been a little hectic in my lifestyle, and I just have to focus on my golf game. But I think I can do it. I think I have as good a chance as anybody else out there right now.'

RYDER CUP PUT DOWN:

David Duval, who is playing in this week's Buick Classic in Harrison, N.Y., does not think the Ryder Cup between the United States and Europe has become golf's No. 1 event.

In fact, while certain to play in the event Sept. 24-26 at The Country Club in Brookline, Mass., the world's top-ranked player said making the American Ryder Cup team was not among his major goals.

'I don't see it as the end-all, be-all thing in golf that a lot of other people seem to view it as,' he said.

Duval has never played in a Ryder Cup, but he is the runaway points leader to qualify for the American team this year.

No. 3 on the points list is Payne Stewart, the new U.S. Open champion, who said that if any of his teammates were not excited about playing in a Ryder Cup, he will shake them by the throat to get them fired up.

'Better not put his hands around my throat,' Duval said.

Duval took pains, however, to say he doesn't mean he won't prepare hard for the matches and try his best.

DALY APOLOGIZES:

John Daly, who became frustrated with the setup of Pinehurst No. 2 and vowed never to play in another U.S. Open, has backtracked.

On Tuesday, he apologized during an appearance at a charity event in suburban Syracuse.

'I don't know what happened. It was just the heat of the moment, coming off a bad round,' Daly said during a skins game competition. 'I was just upset at my performance. I made some stupid comments. It doesn't get you popularity what I said the other day, but I sure hope the USGA will forgive me for it. It was stupid.'

Despite his outburst, Daly said he hadn't ruled out playing in next year's Open at Pebble Beach.

WOMEN'S PUBLIC LINKS:

Jenna Daniels' score of 137 swept medalist honors by 10 strokes over fellow Californians Dorothy Delasin and Natalie Gulbis in qualifying for the U.S. Women's Amateur Public Links Championship in Santa Ana, N.M.

Delasin, from Daly City, and Gulbis posted a two-round score of 5-over-par 147 over the 6,453-yard, par-71 Santa Ana Golf Club Course. Match play begins today.

LOCAL HAPPENINGS:

Defending champion Ed Cuff of Temecula defeated Pleasanton's Garrett Wagner 3 and 1 in the opening round of match play at the State Amateur Championship at Pebble Beach. . . . Santa Monica's Bud Bradley shot an even-par 72 at Poppy Hills in Pebble Beach to take the first-round lead in the 54-hole State Senior Championship. His round also elevated the South to a 229-231 lead over the North in the annual **team competition** Two Sharks showed their golf skills Monday at the NHL Players' Association charity tournament in Quebec. Vincent Damphousse finished first among active players with a 76. Steve Shields was part of the winning foursome that posted a 22-under-par 120 score in the net two-best ball format. Chicago's Stan Mikita led the NHL alums with a 74. The event raised over \$200,000 for Ronald McDonald Children's **Charities** and the union's alumni help fund. . . . Randy Lackey made a double eagle on the 500-yard 10th hole at Sunnyvale Muni. Lackey hit a 5-wood into the cup with his second shot on the par-5 hole.

CAPTION:
Photo

PHOTO Lopez

Knee surgery is expected to sideline her for about a month.
(990624 SP 3D)

Copyright 1999, San Jose Mercury News

...also elevated the South to a 229-231 lead over the North in the annual **team competition** Two Sharks showed their golf skills Monday at the NHL Players' Association charity tournament in...

... alums with a 74. The event raised over \$200,000 for Ronald McDonald Children's **Charities** and the union's alumni help fund. . . . Randy Lackey made a double eagle on the...

7/9,K/31 (Item 2 from file: 634)
DIALOG(R) File 634:San Jose Mercury
(c) 2003 San Jose Mercury News. All rts. reserv.

04588302

PGA'S RICH GET RICHER AS BONUS SKEWS MONEY LIST
SAN JOSE MERCURY NEWS (SJ) - Sunday, November 6, 1988
By: DAN HRUBY, Mercury News Staff Writer
Edition: Morning Final Section: Sports Page: 3D
Word Count: 1116

MEMO:
Golf

SETTING THE RECORD STRAIGHT (published 11/07/88, pg. 2C)

Because of a reporter's error, some of the ticket prices for this week's Championships of Golf at Pebble Beach were listed incorrectly in Sunday's editions. Tickets Thursday through Sunday cost \$20 each day. Seniors' season badges cost \$80, and teen season badges are \$30.

TEXT:

LIFE on the pro golf tour was the same for a long time. Players grinding it out, slamming 3-irons through the trees, blasting from overhanging lips in bunkers, praying for pars and birdies.

And, at any point, a player knew where he stood. The world knew.

It was there, in cold numbers. The bottom line -- the money list.

From Gene Sarazen to Ben Hogan to Paul Azinger, the touchstone of a golfer's ability was reflected by that omnipresent list.

But things have changed on the PGA Tour. Pushed by a major corporation, a bonus pool has become part of the payoff in the tour's final event -- the Championships of Golf, which will get under way Thursday at Pebble Beach.

The players supposedly are competing for a \$2 million purse, with \$360,000 going to the winner. Make that \$3 million.

And only an elite field -- the top 30 money winners through the Tucson Open, which ends today -- is eligible to rake in that extra \$1 million in goodies.

Even though PGA Commissioner Deane Beman and the 10-member tour policy board have given the plan their blessing, not all the players like it.

The controversy swirls around the fact that the \$1 million from the bonus pool is counted as official tour earnings.

"I think the (final) money list is distorted," Curtis Strange, the 1988 U.S. Open champion, said. "If it were up to me, I'd vote that (bonus) money be kept unofficial. I feel every player gets his official money through the golf tournaments. That's the way it has always been and, really, should be."

The way this tournament works, the \$2 million purse is distributed to the 30 players, from the \$360,000 first prize down through \$32,000 for No. 30. And then the \$1 million bonus pool, culmination of a seasonlong, individual competition determined by the final money list, comes into effect. Only the 30 players at Pebble qualify for it. First place is worth \$175,000, with the payoff descending to \$14,000 for the last-place man.

One player could take home as much as \$535,000 by capturing both the tournament and the No. 1 spot on the money list.

Joey Sindelar, who is second behind Chip Beck in the '88 money chase at \$708,532, likes Strange's reasoning.

Sindelar said, "I agree with Curtis that the (bonus) money should not be official, because all of a sudden we're tacking on money that was not earned at golf tournaments. But the bonus money, if I understand it, just magnifies the gaps between the players."

Strange, who stands fifth on the money list at \$606,884, also is disturbed that the top-heavy money at the season's end can hurt a player.

"For example, I'd just hate to see somebody who has played consistently well the entire year, and looks like he should win the money title if it wasn't for (the final tournament) get beat out at the end," he said. "Somebody will win the \$360,000 and overtake him. That to me is sad."

Strange should know.

Only last year, when the first Championships of Golf tournament was staged in San Antonio, Texas, Strange felt the sting of the tournament format.

He was leading both the money list and the point ratings used to determine the PGA's player of the year.

Actually, he hadn't planned to play at first in San Antonio. He thought he would be fulfilling some lucrative commitments in Japan that included defense of a title. But when he saw all that was at stake for him here, he

changed his mind.

Unfortunately, he played so poorly "that I was embarrassed." He finished dead last. He still held onto the money title, which earned him the \$175,000 bonus prize, but Azinger sneaked in to take the player-of-the-year honor.

"I got what I deserved," Strange said. "I didn't play well."

The artificiality of the format, said pro Bobby Clampett, shows in the contrast between the top 30 players and the rest of the tour.

"It gives the money list a lopsided look," he said. "It goes quickly from \$400,000 or \$500,000 to \$200,000."

Sid Wilson, a PGA spokesman, noted that all the tour pros had chances to make the elite group.

In fact, it looked like a second Oklahoma land rush to see pros signing up for late-summer and fall tournaments in efforts to improve their positions. Dan Forsman, for one, has played in the last 11 events (he's 41st on the money list).

"Deane Beman likes the benefits for sponsors when players enter late-season tournaments that they might not otherwise have entered," Wilson said.

Roger Maltbie, a member of the tour policy board, admitted the format has critics.

"Some guys will always be against anything," Maltbie said. "(The sponsor) felt to make the tournament really important the (bonus) money had to be official."

As for the money, Strange added: "That's always nice, but it's the win, and I feel a lot of players agree, that we want."

Win at Pebble Beach and the money, in bunches, will definitely follow.

CHAMPIONSHIPS OF GOLF AT A GLANCE

WHAT

The Championships of Golf, a 72-hole stroke-play tournament starting Thursday.

WHERE

At Pebble Beach Golf Links.

AT STAKE

Thirty pros will be playing for \$2 million in prize money, with first place worth \$360,000. In addition, \$1 million in official bonus money will be paid to the 30 contestants, with first place worth \$175,000. A seasonlong **team** charity **competition** will conclude at Pebble Beach, paying \$2 million to **charities** based on points for cumulative money earnings of four-man teams representing PGA Tour events.

SCHEDULE

Monday and Tuesday -- practice rounds; Wednesday -- pro-am with 15 four-person teams competing under Stableford scoring system, 8:30 a.m.;

Thursday and Friday -- championship play in twosomes starting at 9 a.m. (all play from first tee); Saturday -- championship play starting at 7:30 a.m.; Sunday -- final round starting at 9:30 a.m.

TICKETS

Six-day season badge -- \$100; seniors' season badge -- \$60; teen-age (13-18) season badge -- \$20; daily fee for Monday -- no tournament admission, but there is a \$5 entrance fee at gate; for Tuesday -- \$10; Wednesday -- \$10; Thursday through Sunday for championship play -- \$20 each day. Tickets can be purchased at the gate Tuesday through Sunday (gate fee waived for ticket holders) or through BASS/Ticketmaster or call 649-2709.

TV (ESPN)

Thursday and Friday -- 1 to 3 p.m.; Saturday -- 11:30 a.m. to 1:30 p.m.; Sunday -- 1:30 to 3:30 p.m.

PARKING

No charge; follow traffic-control directions.

GALLERY TIPS

Stay behind ropes at all times; follow instructions of marshals. Cameras are permitted Monday through Wednesday for practice rounds, but not for the tournament Thursday through Sunday.

CAPTION:

PHOTO

AP File Photograph

CRITICAL CLAIM -- Curtis Strange says the bonus money at the Championships of Golf distorts the PGA earnings list.

Copyright 1988, San Jose Mercury News

DESCRIPTORS: PROFESSIONAL; GOLF; CHAMPIONSHIP; MONEY; ANALYSIS

... will be paid to the 30 contestants, with first place worth \$175,000. A seasonlong **team** charity **competition** will conclude at Pebble Beach, paying \$2 million to **charities** based on points for cumulative money earnings of four-man teams representing PGA Tour events...

7/9,K/32 (Item 3 from file: 634)

DIALOG(R) File 634:San Jose Mercury

(c) 2003 San Jose Mercury News. All rts. reserv.

03048856

PAVIN CARDS 2 EAGLES TO MOVE PAST LYLE

SAN JOSE MERCURY NEWS (SJ) - Friday, November 15, 1985

By: Mercury News Wire Services

Edition: Stock Final Section: Sports Page: 13E

Word Count: 486

MEMO:

Golf

TEXT:

Corey Pavin scored two eagles in a round of 66 that propelled him past Sandy Lyle and into the second-round lead Thursday in the \$500,000 Kapalua International at Kapalua, Hawaii.

'That's the first time I've done that,' Pavin said of the eagles on the par-5 first and 10th holes. 'I'm very, very pleased with my position.'

Pavin, winner of the Colonial National Invitation earlier this season, finished two trips over the Bay course at the Kapalua Golf Club in 133, 11 shots under par.

Lyle, the current British Open champion who has dominated this course in recent events, finally ran into some difficulty.

But even four bogeys and a double bogey couldn't keep him from a 70 that was capped off with an eagle on the 18th hole.

'I worked overtime to get that score today,' said Lyle, the defending champion who hadn't been higher than 69 in his last nine competitive rounds on this course and has won \$205,000 in his last two tournaments here.

'I went through the mill and I came out pretty good,' Lyle said.

He finished with a 136 total, eight under and three off the pace.

David Ishii, a slender Hawaiian club pro, moved into second with another 67 that gave him a 134 total, one shot back with two rounds to go in the chase for a \$125,000 first prize. Ishii has not yet made a bogey in the tournament.

Masters champion Bernhard Langer of West Germany and Andy Bean were next at 135. Each had a second-round 68.

Lyle was tied at 136 with John Mahaffey, who had a second-round 69 in the hot weather.

Pavin eagled the opening hole with a 4-iron second shot that set up an eight-foot putt. But he bogeyed the next two, saved par with a 10-footer on the fourth and had to work hard to reach the turn at 1 under par.

But he hit his drive over a fairway bunker on the 10th, reached the green with a 3-wood second shot and dropped a 25-foot putt for his second eagle of the day.

.....

TEAM PLAY: All 41 PGA tournament drafted five players apiece for next season's **team point competition** that will raise money for **charities**.

The top 25 players in each tournament will earn points and the team with the most points at the end of the year will win \$500,000 for the charity which the event they represent sponsors.

The players themselves will be shooting to divvy up \$2 million of the total pie.

Pebble Beach Pro-Am (formerly the Bing Crosby Clambake before Kathryn yanked her name off the logo) officials drafted Tom Kite, Mike Nicolette, Bobby Clampett, the qualifying school's No. 5 player and Eric Batten to represent it in the yearlong competition.

Several players advised the PGA that they did not wish to take part in the competition -- among them: George Archer, Mac O'Grady and Bob Gilder.

Copyright 1985, San Jose Mercury News

DESCRIPTORS: GOLF; PROFESSIONAL; CHAMPIONSHIP; GAME; KAPALUA-HAWAII

...day.

.....

TEAM PLAY: All 41 PGA tournament drafted five players apiece for next season's **team point competition** that will raise money for **charities** .

The top 25 players in each tournament will earn points and the team with the...

7/9,K/33 (Item 1 from file: 813)
DIALOG(R) File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

1236813 DETU012
1997 Buick Open Donates Record \$500,000 to Charity

DATE: March 3, 1998 12:29 EST WORD COUNT: 832

FLINT, Mich. March 3 /PRNewswire/ -- Robert E. Coletta, Buick general manager, hosted a luncheon today, to announce that the 1997 Buick Open raised a record-breaking \$500,000 to be donated to over two dozen charities. Representatives from many of the charities were on hand at Warwick Hills Golf and Country Club in Grand Blanc, Mich., site of the tournament, for Coletta's announcement.

The more than 100,000 ticket holders and 250 corporate sponsors attending the week-long Buick Open last August all contributed to the success of Michigan's only PGA Tour event.

"It is a privilege to be here today to recognize the many charities who have become such an integral part of the Buick Open," said Coletta. "We consider the twenty-four Buick Open charities to be more than just beneficiaries. They are our partners and play a significant role in the success of the tournaments."

The two largest recipients of the Buick Open are the Easter Seals Society of Genesee County and Genesee-Lapeer County American Red Cross. Other child- oriented, Flint-area charities receiving Buick Open proceeds include: Whaley Children's Center, Boy Scouts, Grand Blanc Community Schools, Evans Scholarship Foundation, American Junior Golf Association, Flint Junior Golf Association, Michigan School for the Deaf and Blind and Southwestern High School.

Other Flint-area charities which benefit are the Flint Institute of Arts, Flint Institute of Music, Genesee County Association of Retarded Citizens, Genesys Health Systems, Hurley Medical Center Auxiliary, and McLaren Regional Medical Center.

National organizations benefiting from Buick Open proceeds include the Tiger Woods Foundation, American Lung Association, Thomas and Violet Couples Cancer Fund and the Crone's & Colitis Foundation of America.

In 1958 Buick became the original corporate sponsor of the PGA Tour. As the Buick Open celebrates its 40th anniversary, it is title sponsor of four PGA Tour events, and has generated more than \$13.6 million for charities since 1982. The Buick Invitational (since 1992) has generated more than \$1.5 million. The Buick Classic (since 1990) has raised more than \$8 million. The Buick Challenge (since 1990) has produced more than \$550,000. The Buick Open, which is owned and operated by Buick, has generated more than \$3.4 million since 1982, including the record-breaking \$500,000 in 1997.

Charities also receive money from the **PGA Tour Charity Team Competition** .

Each four-member **team**, chosen by a draft process, is part of a PGA Tour competition that includes more than 30 other tournament charity teams. The competition is decided by the cumulative official money totals of the teams' four members for the entire PGA Tour season. Each team's designated **charities** receive money based on its final ranking. Buick's four 1997 charity teams earned a total of \$96,000 for their tournament's **charities**, with each team receiving \$24,000.

Buick's four tournaments drafted their 1998 PGA Tour charity teams last November. The Buick Invitational Charity Team is comprised of Steve Elkington, Bob Tway, Skip Kendall and Michael Christie. The Buick Classic Charity Team includes Ernie Els, Craig Parry, Chris Perry and P.H. Horrigan III. The Buick Open Charity Team features Jeff Maggert, Fred Funk, Doug Martin and Steve Pate. The Buick Challenge Charity Team consists of Vijay Singh, Brent Geiberger, Mike Hulbert and Ronnie Black.

The four 1998 Buick PGA Tour tournaments are the \$2.1 million Buick Invitational at Torrey Pines Golf Course in La Jolla, Calif. (Feb. 2-8); the \$1.8 million Buick Classic at Westchester Country Club in Harrison, N.Y. (June 8-14); the \$1.8 million Buick Open at Warwick Hills Golf & Country Club in Grand Blanc, Mich. (Aug. 3-9); and the \$1.5 million Buick Challenge at Callaway Gardens in Pine Mountain, Ga. (Sept. 28-Oct. 4).

In addition to sponsorship of four PGA Tour events, Buick's exposure on the PGA Tour is increased through endorsement agreements with four top PGA Tour players. Buick Touring Professionals Chip Beck, David Berganio Jr., Ben Crenshaw and Steve Elkington have endorsement pacts with Buick and represent the company at events worldwide. They wear a Buick hat or visor while playing in any PGA Tour event, Masters Tournament, U.S. Open Championship, PGA Championship, British Open, exhibitions and other golf matches. Buick signed its first endorsement agreement with Crenshaw in 1988, Beck in 1992, Elkington in 1994 and Berganio in 1997.

In addition, actress Cheryl Ladd represents Buick at golf tournaments, golf exhibitions and golf events worldwide.

Buick and its dealers are also presenting sponsor, co-presenting sponsor or official car of several events on the 1998 Nike Tour, a proving ground for professional golfers.

Some of Buick's other golf initiatives include being the official car of the PGA Tour (since 1984), a sponsor of ESPN's weekly "Inside the PGA Tour" and "PGA Tour Shot of the Week" programs and the exclusive domestic auto sponsor of USA Network's coverage of the PGA Tour in 1998.

SOURCE Buick Motor Division

CONTACT: Al Abrams, 212-779-6659, home, 201-722-0279, or Debbie Eichholtz, 810-236-4369, both of Buick Golf

Web site: <http://media.gm.com>

(GM)

COMPANY NAME: BUICK MOTOR DIVISION; BUICK OPEN
TICKER SYMBOL: GM
PRODUCT: AUTOMOTIVE (AUT)
STATE: MICHIGAN (MI)
SECTION HEADING: AUTO; BUSINESS; SPORTS

... more than \$3.4 million since 1982, including the record-breaking \$500,000 in 1997.

Charities also receive money from the PGA Tour Charity **Team**

Competition .

Each four-member **team** , chosen by a draft process, is part of a PGA Tour competition that includes more...

... of the teams' four members for the entire PGA Tour season. Each team's designated **charities** receive money based on its final ranking. Buick's four 1997 charity teams earned a total of \$96,000 for their tournament's **charities** , with each team receiving \$24,000.

Buick's four tournaments drafted their 1998 PGA Tour...

?

Tournament.

The Buick Open **team** has placed fourth among 40 teams in the Nabisco **Team Charity Competition**. The **competition** is decided by the cumulative official money totals for the teams' four members. The Buick Open **team** -- Payne Stewart, Brian Tennyson, Bob Lohr and Greg Ladehoff -- earned \$1,570,843.

On the...

...Buick's other tournaments, Buick Classic and Buick Southern Open, also competed in the Nabisco **Team Charity competition**.

The 1990 Buick Classic **team** -- Wayne Levi, Kenny Knox, Ed Fiori and Mark Hayes -- took eighth place, earning \$70,000 for **New** York-area charities. The 1990 Buick Southern Open **team** -- Hal Sutton, Bill Britton, Doug Tewell and Jerry Haas -- finished 33rd, earning \$11,000 for...

19/9,K/5 (Item 1 from file: 813)
DIALOG(R) File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

1170012 DAM011
Aztec Manufacturing Co. Signs Agreement to Add Tenth Galvanizing Plant

DATE: October 20, 1997 03:00 EDT WORD COUNT: 253

CROWLEY, TexasOct. 20 /PRNewswire/ -- Aztec Manufacturing (NYSE: AZZ) has signed a letter of intent to acquire the operating assets of International Galvanizers, Inc. located in Beaumont, Texas, for an undisclosed amount, L.C. Martin, chairman of the board, president, and chief executive officer announced today. The addition will give Aztec its tenth galvanizing plant, making it one of the nation's largest companies furnishing galvanizing services.

The **new** plant operates a 42 foot galvanizing kettle and serves the Gulf Coast area. The Company currently operates three galvanizing plants in Texas, two in Mississippi, and one each in Arkansas, Arizona, Alabama and Louisiana.

Aztec, a **manufacturer** of electrical products for the industrial market, provider of galvanizing services and oil field tubular products, **will** continue to pursue additional acquisitions in the **galvanizing** industry. "Galvanizing revenues, through a combination of internal expansion and strategic acquisitions, have grown materially in each of the last three years. Not only **does** International Galvanizers represent the tenth galvanizing plant for Aztec, but combined with the other six strategically located Gulf Coast plants in Citronelle, Alabama; Moss Point, Mississippi; Jackson, Mississippi; **New** Orleans, Louisiana; Waskom, Texas; and Houston, Texas, it gives the Company blanket geographic coverage and critical mass in the Gulf Coast area. As the offshore and onshore energy and exploration industry in the Gulf Coast continues to accelerate, Aztec is now favorably positioned to fully capitalize on this opportunity," stated L.C. Martin.

SOURCE Aztec Manufacturing Co.

CONTACT: Dana Perry, VP & CFO of Aztec Manufacturing Co., 817-297-4361

(AZZ)

COMPANY NAME: AZTEC MANUFACTURING CO.; INTERNATIONAL GALVANIZERS,
INC.

TICKER SYMBOL: AZZ (NYS)

PRODUCT: OIL, ENERGY (OIL)
STATE: TEXAS (TX)
SECTION HEADING: BUSINESS

... galvanizing plant, making it one of the nation's largest companies furnishing galvanizing services.

The **new** plant operates a 42 foot galvanizing kettle and serves the Gulf Coast area. The Company...

... Texas, two in Mississippi, and one each in Arkansas, Arizona, Alabama and Louisiana.

Aztec, a **manufacturer** of electrical products for the industrial market, provider of galvanizing services and oil field tubular products, **will** continue to pursue additional acquisitions in the **galvanizing** industry. "Galvanizing revenues, through a combination **of** internal expansion and strategic acquisitions, have grown materially in each of the last three years. Not only **does** International Galvanizers represent the tenth galvanizing plant for Aztec, but combined with the other six strategically located Gulf Coast plants in Citronelle, Alabama; Moss Point, Mississippi; Jackson, Mississippi; **New** Orleans, Louisiana; Waskom, Texas; and Houston, Texas, it gives the Company blanket geographic coverage and...